# 20 EAST FORT AVENUE
# APARTMENT DEVELOPMENT ANALYSIS

By
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A practicum thesis submitted to Johns Hopkins University in conformity with the requirements for the degree of Master of Science in Real Estate

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## References

# I. Executive Summary

## A. Practicum Overview

In December 2009 Jeff Ratnow, John O'Boyle and Walid Azzam prepared a market feasibility study for the development of a 26 unit apartment building located in Baltimore City in the Federal Hill Neighborhood for the Johns Hopkins Carey Business School Market & Feasibility Analysis Class. The results of the study indicated that there is excess demand for apartments and that the units proposed for the building can be rented for $2000/month. The financial methodology employed by the market study followed the U.S. Department of Housing and Urban Development (HUD) underwriting procedures and used simplistic data. This practicum expands greatly on the financial analysis of the project by utilizing more extensive data sources, a greater number of variables that influence project value and building a pro forma model with Crystal Ball, an excel add-on program. For the practicum Crystal ball utilizes Monte Carlo sampling to determine the probability of the project achieving a positive net present value (NPV), focusing on the project's sensitivity to changes in the variables that impact cash flow. The ultimate goal of the practicum is twofold; (1) provide a thorough analysis of the subject project, the results of which will be turned over to the actual equity investor who still controls the property and (2) produce a model that can be used as a tool for all future investment decisions I plan on making after graduation.

## B. Background

In 2005 20 E. Fort Ave. LLC proposed to construct a 7-story 28 unit condominium project. The building was designed by Parameter Inc. and the site was designed by Whitman Requardt and Associates, LLP. The development budget for the project was $11.8M±, projected an average selling price per unit of $500,000± which would have resulted in a profit of $3.3M±. Due to the collapse of the financial market, the development team was unable to obtain the necessary financing and the equity owner was force to carry the costs associated with owning the property. The property is still vacant but the equity owner is actively seeking alternative development uses for the site.

## C. Crystal Ball Model

The advantage of using Crystal Ball, over Argus, is that Crystal Ball changes the input variables (inflation rate, renewal, vacancy etc.) of the discounted cash flow (DCF) model 10,000 times. This, in turn, produces 10,000 outputs in the form of a distribution of outcomes. This is in contrast to Argus which requires each input variable to be fixed, and in turn produces one "answer". Inputs chosen by Crystal Ball are selected from a predetermined probability distribution to provide the parameters of appropriate values to choose from. The distribution of inputs is based on ex-post data from the United States Bureau of Labor and Statistics (BLS). The distribution of outcomes results in the determination of the return (median and mean), but also the risk in the form of range and standard deviation. As such the risk and return expectation can now be quantified and therefore the results are more meaningful then those generated by using Argus.

## D. Summary of Findings

### 1. Market Study

The goal of the market study performed for this project is to determine the market rents and absorption rate of the units. The December 2009 study suggested that the units can generate $2000/month in rent and that the building will be leased completely in 3 to 4 months. The December 2009 study was incorporated into this practicum report.

### 2. Financial Analysis

The financial analysis of the 7-story apartment building resulted in a median NPV of negative $1,693,521. A negative NPV indicates that the project is not financially viable. As such the project cannot proceed, unless drastic changes were made to reduce the development budget ($8M) and maintain the same quality and number of units.

Revisiting the design of the site and building resulted in a shorter, wider, less expensive building. However the change in design will require a zoning variance for the rear yard setback requirement. The changes resulted in a development budget of $5.4M, which in turn yielded a positive median NPV of $118,205 which is a more acceptable figure.

### 3. Sensitivity Analysis

A sensitivity analysis was performed to determine which non-Crystal Ball inputs (fixed) impact the outcome of the NPV the most. The owner can then decide which inputs require the most active management. The analysis revealed that market rent and the size of the development budget impact the results the most. Therefore, it is imperative that the units be of sufficient quality to command the $2000/month rent, and at the same time be constructed within the $5.4M development budget.

## E. Development Recommendations

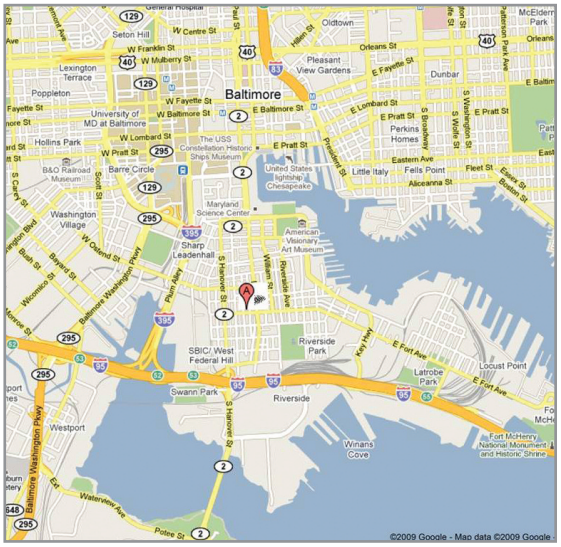
Development of the 28-unit 20 East Fort Avenue Apartment building is recommended. There is adequate demand for apartment rentals in the market area with rental rates that will support the cost of development. While there is risk in the fact that the project will (1) require a zoning variance to allow for encroachment into the rear yard setback, and (2) will require approval for two curb cuts to accommodate twenty eight (28) parking spaces, which in turn allows the building to have twenty eight (28) units, the site has been vacant for several years and the neighborhood is eager to see it be improved. It is recommended that the owner engage the services of an architect and civil engineer to design the recommended program and attempt to garner site plan approval and the appropriate zoning variance approvals. If zoning approval and the curb cuts are approved, proceed to 100% design and competitively bid the project.

# II. Site and Current Use

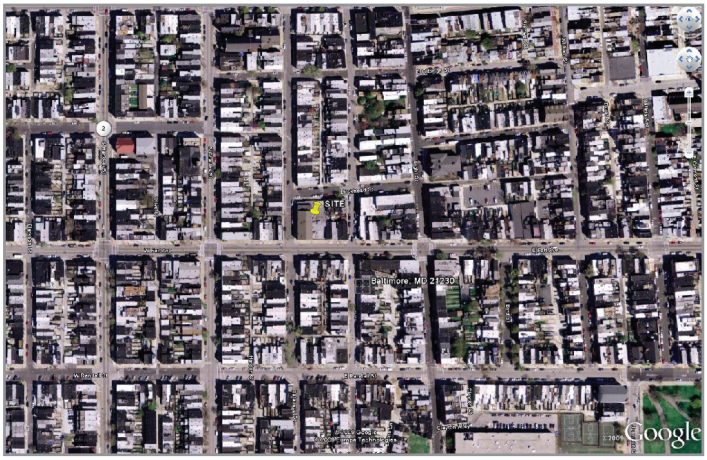
The subject property is located at 20 East Fort Avenue in the southern portion of Baltimore City in the Federal Hill Neighborhood.

Federal Hill is an urban neighborhood consisting mostly of row homes, built before 1900. The subject property is a relatively large private parcel located in Federal Hill as most parcels are between 12 – 16 feet wide, large enough to accommodate the predominantly prevalent row home.

*Area Map*



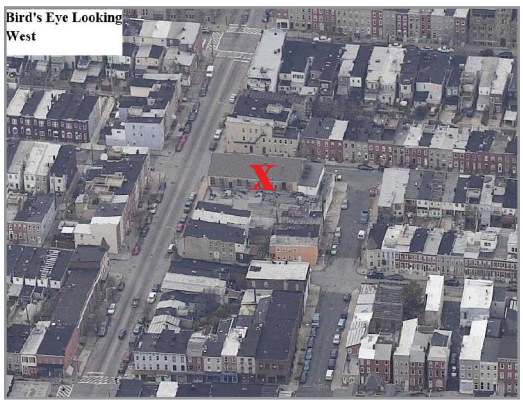

*Wide Aerial*




*Tight Aerial*

*Bird's Eye Views*

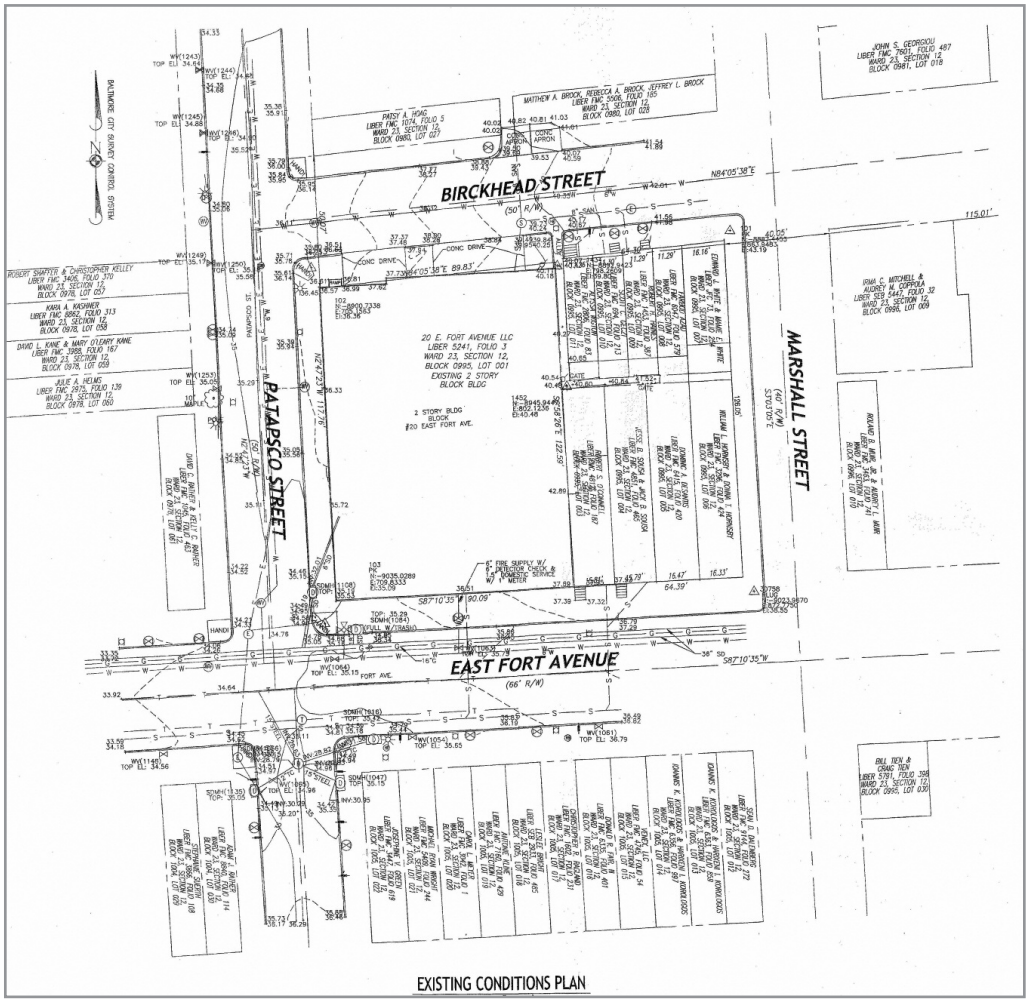



There is an existing vacant building on site which occupies the entire property. The building most recently housed a CVS pharmacy which closed several years ago.

*Existing Building*

*Existing Site Survey*




## Property Information

- Address – 20 East Fort Avenue, Baltimore MD 21230
- Owner – 20 East Fort Avenue LLC
- Liber = 5241
- Folio = 3
- Ward = 23
- Section = 12
- Block = 0995
- Lot = 001
- Size = 0.248 acres
- North Lot Line Length = 89.83’
- Eastern Lot Line Length = 122.59’
- West Lot Line Length = 117.76’
- South Lot Line Length = 90.09’

## Zoning Data

- Zoning: B-2-3
- Density Governed by 5.0 Floor to Area Ratio
- Maximum Allowable Building Square Footage = 54,015 SF
- Rear Yard Setback – 30' max, with mechanisms for slight reductions.
- Parking: 1 space per unit
- Residential and Commercial Permitted
- Parking Area Must Be Screened

## Site Access

When the site functioned as a pharmacy, the main entrance was on East Fort Ave. Since there was no onsite parking, this entrance was available for pedestrians only. Deliveries were made via an existing curb entrance located on Birkhead Street. In Baltimore City, existing curb cuts can be utilized by new developments without requiring public input, however new curb cuts are subject to public comment and approval. This will become a factor in the development of the selected option and is discussed later.

## Utilities

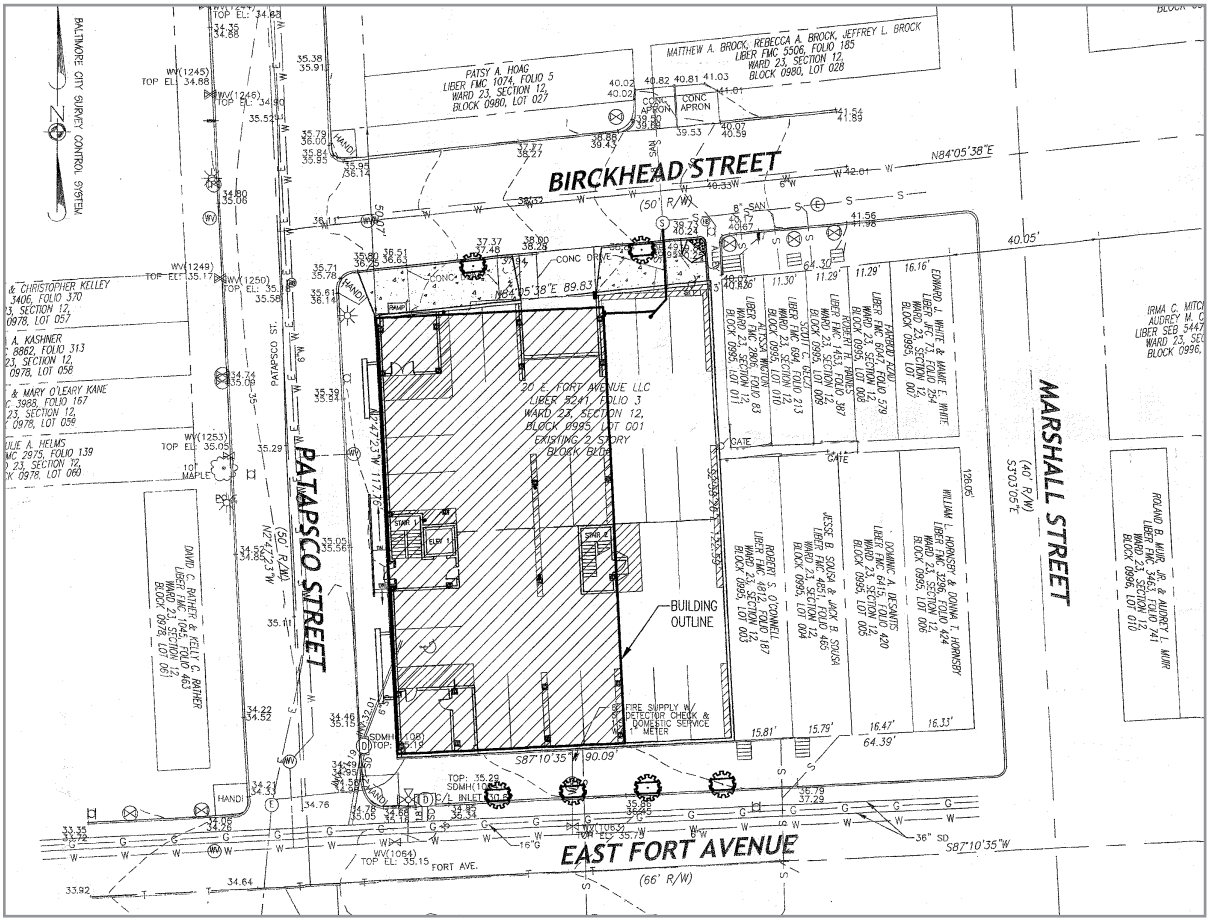
The site is adequately served by all necessary utilities (sanitary sewer, storm drain, telephone, electric and cable television), with the exception of water. The existing mains do not provide adequate water flow to serve the fire suppression system. However, there has been a recent water main cleaning and lining project performed by the City on the mains surrounding the site that occurred after the initial design effort. The intent of cleaning and lining mains is to improve flow in old water mains without replacing the mains. A new fire flow test should be performed to determine wether the cleaning and lining project improved flow enough to properly serve the site. If it is still not adequate, the owner will need to replace the 6" main in Birkhead with a 10" main at a cost of approximately $80,000. If this additional cost is required, the project will still have a positive net present value and will remain financially viable.

# III. Development Background and Program Changes

## Original Program

The owners originally considered building ten (10) row homes, but that would have required (1) a zoning variance to be obtained for setback requirements and (2) subdivision to occur. Both of these processes require public input which could result in a lengthy and expensive negotiation with the neighborhood as it is well organized and resistant to new development. However, since the site is zoned B-2-3 with density governed by a 5.0 floor to area ratio, the owner could build by right a 54,015 SF building if the required rear yard setback is provided. The owner also found that he could make the units efficiencies, albeit large (1,100 sf) efficiency units and park the site at a ratio of one (1) parking space per four (4) efficiency units. This is how the owner was able to provide the design for a 28-unit condominium building in a row home neighborhood without zoning variances. It should be noted that the amount of parking dictated the final unit count. If more spaces could have been provided, more units would have been proposed.

*Original Program Site Plan*




## Proposed Program Change – First Trial

Since the original for-sale condominium program could not be financed, the possibility of providing an apartment building is being evaluated by this practicum. The building is well suited to be converted to apartments as it shares the same "bones" of a condo building. This will allow the building to be redesigned with minimal changes and expedite the production of construction and permitting documents. Minimizing the project schedule will allow the owner to proceed with the project as soon as financing is secured.

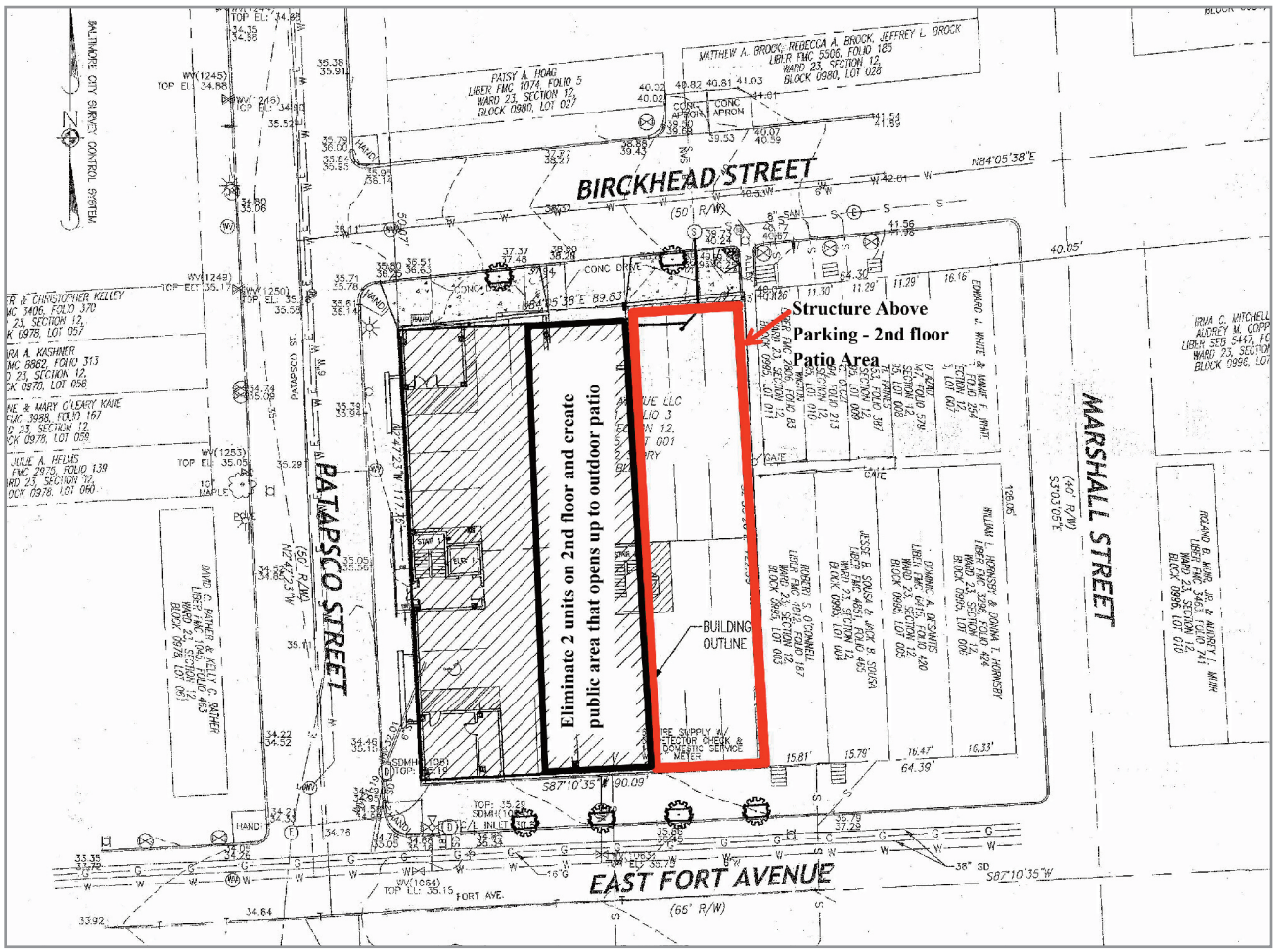
The following programmatic changes are being implemented:

1. Change the units from somewhat unconventional 1,100 –square foot 1- bedroom efficiencies to twenty six (26) more familiar 1,100 square foot – two (2) bed room rental units.
2. Two of the units on the 2nd floor will be eliminated with the space being utilized as a leasing office, a small fitness center and a common area leading out to the patio area.
3. Zoning requires one (1) parking space per standard unit; as such some of the space currently allocated as utility room in the parking area will be moved to the 2nd floor to allow for the creation of one (1) additional parking space. This will allow the project to park one space per unit which complies with zoning.

4. The exposed parking lot, which has been left uncovered in the original design to comply with the setback requirement, will be covered with an outdoor patio (court-yard with a water feature or landscaping) area added as another amenity. While this structure will require a zoning variance, we feel that the neighborhood would be willing to concede and allow the variance to be granted for the following reasons:

    - The revised program is less dense and will add fewer cars to site.
    - The revised program will result in the parking lot being covered/screened from the adjacent neighbors with an attractive outdoor area.
    - During site visits during the original design phase (2005), the original project's civil engineer fielded several comments from curious neighbors regarding the project. They were all excited to see development of the vacant site which has been an eyesore.
    - The City is pro-development if the development is compatible with the current intention of the property's zoning, which the project does.

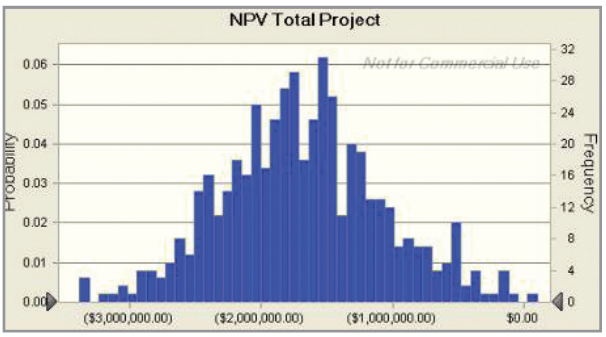
*First Trial Site Plan*



The financial analysis of this option resulted in the following NPV distribution and results:

Median NPV = (1,693,521)

*Crystal Ball Distribution*



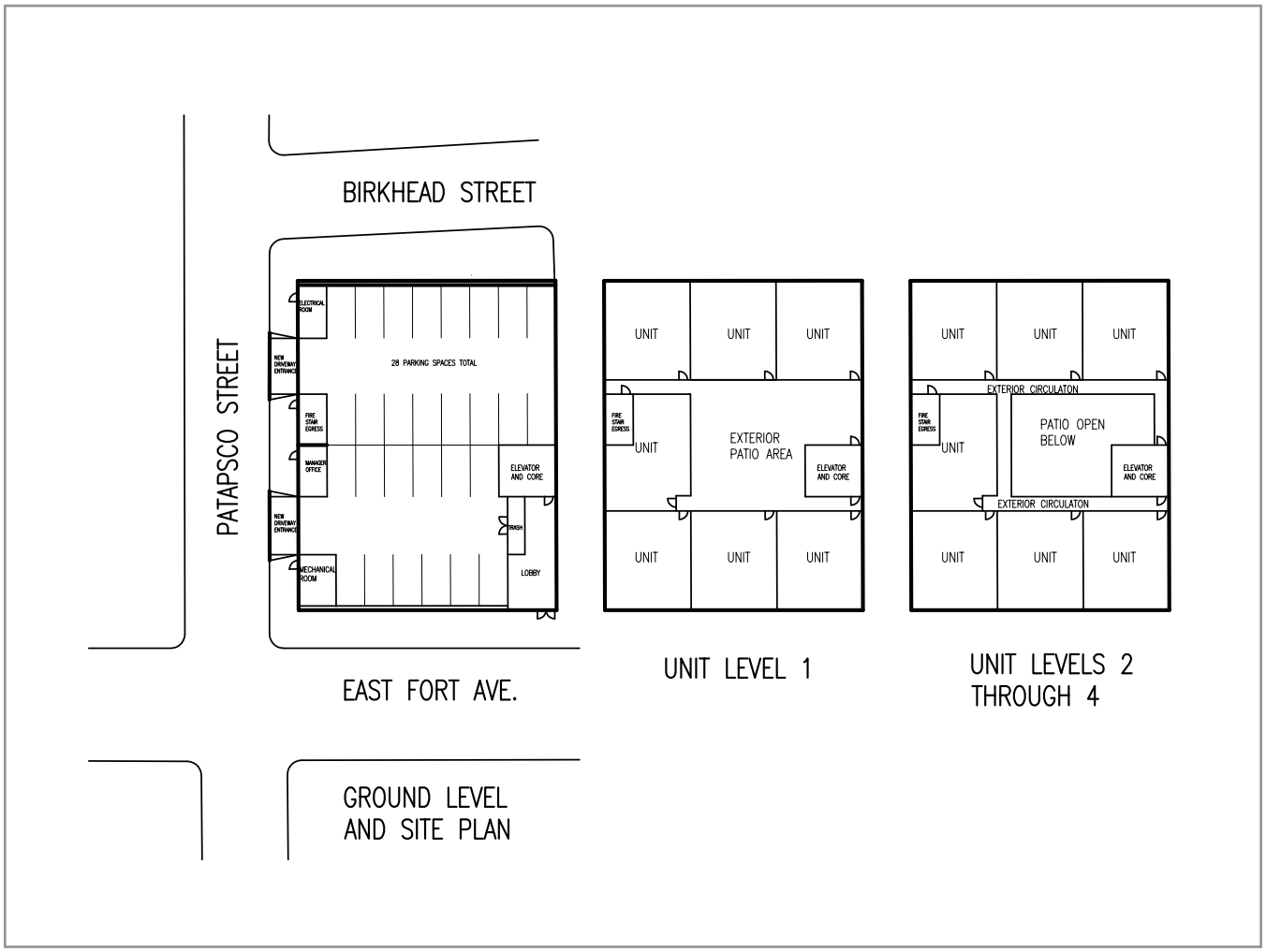

## Proposed Program Change – Second Trial

An alternate design was analyzed since the financial analysis of the first trial yielded a negative median net present value. The alternative design offered two (2) additional of units (28 total) for a significantly reduced cost of construction due to a change in building construction type. The analysis assumed that the units would still command the same rental rates as the first option despite the lower building elevation, i.e. inferior views, and more units on one floor.

The following programmatic changes were implemented for this trial:

1. Lower the building from seven (7) stories of units to four (4) stories of units. This will allow the unit levels to be constructed out of wood, which is less expensive than the hambro/steel system utilized for the seven (7) story building.
2. The shorter, wider building is lighter than the 7-story building and can distribute the load over a larger area. This allows the building to use spread footing foundations instead of the more expensive caissons needed for the seven (7) story building.
3. Arrange the units in a "U" shape and move the circulation corridors outside onto attractive steel covered "catwalks". This design was presented to us by Chris Pfaeffle, AIA at Parameter Inc. on a previous project he designed in Baltimore. The corridors do not need to be conditioned, sprinkled, or finished and offer a way to save on construction cost. An added benefit is that the interior courtyard can remain open and allow light into the units from the corridor, which is not possible if the corridors are enclosed.
4. As was the case with the previously analyzed trial, this structure will require a zoning variance to allow for the elimination of the required 30' rear yard setback. While this is a risk, it is foreseeable that a variance can be obtained for the same reasons discussed previously in the "Proposed Program Change – First Trial" section.
5. To provide twenty (28) units, twenty (28) parking spaces need to be provided, which can be accomplished by providing two (2) curb cuts on Patapsco Street, relocating the building core elements, and rearranging the column locations at grade. Providing two (2) curb cuts in lieu of one will require negotiation with the City and the local neighborhood group. Relocating core elements and rearranging columns at grade is now possible with the change in structural system. The structural system of the of the units above the transfer slab can be located independently of the structural system supporting the transfer slab, which consists of framing and columns located in the garage. This allows the column locations to be located in a way that is most advantageous to maximize parking in the garage. This was not the case for the 7-story option as columns needed to run vertically for all 7 stories, and any change in the column location at grade would impact the units above. As such the parking layout was hindered by the architecture of the units.

*Second Trial Site and Building Plan*



# IV. Market Feasibility Analysis

## A. Introduction

In December 2009 Jeff Ratnow, John O'Boyle and Walid Azzam prepared a market feasibility study for the subject property for the Johns Hopkins Carey Business School Market & Feasibility Analysis Class. This report has been modified and restructured for inclusion in the body of this practicum report.

## B. Neighborhood Context

### Neighborhood Context and Amenities

The South Baltimore Peninsula is an urban neighborhood consisting mostly of row homes, built before 1900 with some neighborhood commercial districts. It has undergone a substantial amount of gentrification in the past 30 years, coinciding with the redevelopment of the Inner Harbor. The site is surrounded by numerous amenities (restaurants, coffee shops, retail stores, specialized boutiques, schools, library, churches…etc.); making it a desirable location for people who yearn to live in an urban setting. One of the most important, and beneficial attributes that this neighborhood offers is that it is on a peninsula, and has physical barriers on all boundaries. This is beneficial because these barriers do not leave a path for urban decay to intrude but still allow for ease of transportation to and from the area due to the extensive highway and transit network. While this fact is more important to the owner rather than the renter (renters can move after their leases are up), it lends itself to making the building a potential condominium conversion in the future should the condominium market heat up again.

*Amenities Map*

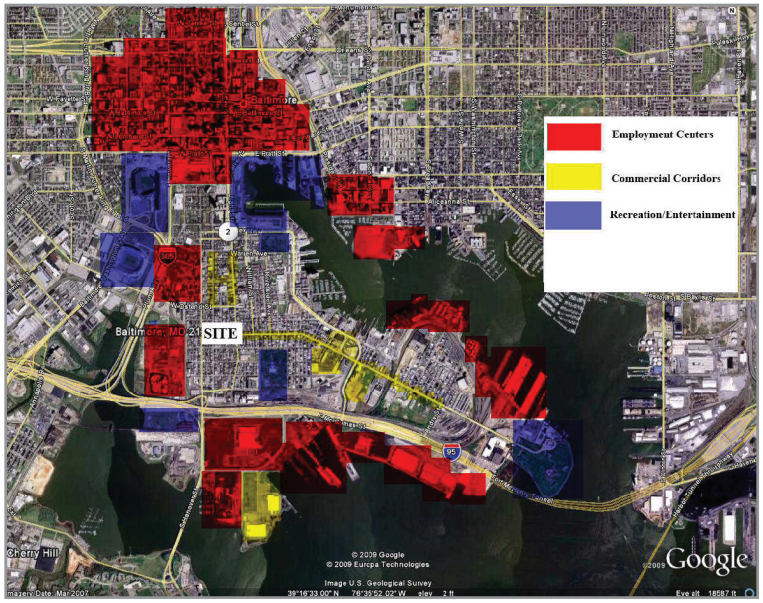
*Amenities*

| Amenity | Description | Distance from Site (Mi) |
|---|---|---|
| Central Business District | Employment Center | 1.0 |
| University of MD Hospital | Regional Hospital/Shock Trauma | 1.0 |
| Harbor Hospital | Local Hospital | 1.5 |
| Stadium Complex | Ravens Stadium and Oriole Park | 0.8 |
| Fort McHenry | National Park | 1.8 |
| Riverside Park | City Park - Dog Exercise Area | 0.2 |
| Federal Hill | Restaurant, Bar and Shopping District | 0.3 |
| Inner Harbor | Entertainment Center | 0.6 |
| Gwyns Falls Bike Trail | Bike Trail to Woodlawn | 0.8 |
| Inner Harbor Promenade | Linear Park Connection to Canton | 0.5 |
| Carroll Park Golf Course | Large Regional Park with Golf Course | 2.0 |
| Southside Shopping Center | Neighborhood Shopping Center with Grocery Store Anchor | 0.5 |
| Wall Mart | Supercenter | 1.0 |
| Federal Hill School | Top tier rated K-8 school In the City | 0.2 |
| I-95/BW Parkway | Access to I-95 and BW Parkway | 1.0 |
| Number 1 Bus Line | Bus Line to CBD Stops Adjacent to Site | 0.0 |
| Camden MARC Rail | Commuter Rail Station - Access to DC | 1.0 |
| Camden Light Rail Station | Light Rail | 1.0 |

As evident, the site is extremely close to many desirable amenities: Shopping, work places, entertainment area, hospitals, parks etc. The following map shows a more general view of the land uses within the vicinity of the site. Areas not shaded are generally residential.

In addition to amenities located adjacent to the site, residents of this southern section of Baltimore City are located within 10 miles of the BWI Marshall Airport to the south, with the route generally avoiding downtown traffic due to the easy access from the site to Interstate 95. Besides being a major travel hub, BWI is a large employment center offering alternative, and conveniently located working locations for the South Baltimore residents.

*Land Use*



## Schools

Utilizing testing data provided by the Maryland State Department of Education, the zoned schools for the potential 20 E. Fort Ave residents were evaluated. The proficiency test scores evaluated reading and math for grades three, five, and eight with a broader range of subjects for high school students, including subjects of algebra, biology, English, and government. The latest reporting covers results from the 2007-2008 school year. All Baltimore City public schools were included in the comparison.

Of the 24 school districts within the State of Maryland, Baltimore City is ranked 24th according to the results of the Maryland School Assessment Tests.

While public education has long been the Achilles heel of City living, leading higher income residents to private schools, innovation and changing attitudes has begun to draw in these families to the public schools. Charter schools and magnet schools are increasingly popular amongst young professionals choosing to remain in the City during their children's school years. The Federal Hill Preparatory School, one of these innovated programs, is K-8 Charter school with City-wide programs and is the only elementary to offer and advanced math and science curriculum, located within a short distance of the site.

School aged residents of 20 E. Fort Ave. are zoned for the Federal Hill (preparatory) Elementary/Middle School and Patterson High School, with Federal Hill performing approximately in the upper quarter of their class for the elementary and near the top for middle schools. Based on the percentage of students performing at satisfactory level, Federal Hill Elementary ranked 26 out of 120 elementary schools in Baltimore City. Federal Hill Middle School ranked 3rd out of 57 City middle schools. Patterson High School ranked 13th out of 37 High Schools in 2007-2008.

There are number of Institutes of Higher Learning in and around Baltimore City including University of Maryland at Baltimore, Johns Hopkins University, Loyola University, Maryland Institute College of Art, University of Baltimore, University of Maryland Baltimore County, even College Park is within 30 miles of the site.

## Crime

Crime data was extracted from the Baltimore Neighborhood Indicators Alliance (BNIA-JFI) for the neighborhoods immediately surrounding the site. The following chart summarizes the violent crime for the area and shows that it is significantly lower than the City wide crime rate.

| Violent Crime Rate Per 1000 people | 2002 | 2007 |
|---|---|---|
| Federal Hill (29) | 17.86 | 14.51 |
| South Baltimore (48) | 11.9 | 6.29 |
| Avg. | 14.88 | 10.4 |
| City Wide | 22.06 | 16.58 |
| Percent Difference | 33% | 37% |

The map showing the limit of the areas used in this chart is included in Appendix B

## C. Economic Context

Baltimore City is the regional employment center and is a major employment node in the Baltimore/Washington D.C. corridor. Baltimore's economy has been somewhat buffered from economic difficulties to some degree by the dominance of the health/education and government sectors. Johns Hopkins University, Johns Hopkins Hospital & Health System, Mercy Hospital, University of Maryland Medical System, and the University System of Maryland are a strong root of the local economy. While the economic downturn has slowed growth, the long term prospects for renewed growth are strong.

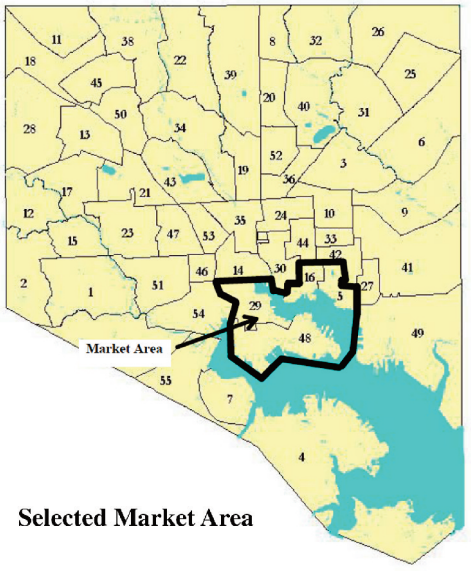
## D. Socio-Economic and Demographic Context

### Definition of Market Area

While the amenities and location discussion above focus on the South Baltimore peninsula, a larger market area to analyze the supply and demand was chosen.

This study presented and analyzed demographic data for several neighborhoods due to their inclusion of similar competitive properties; they include the Inner Harbor, Fells Point, Canton, Federal Hill, Locust Point and South Baltimore. These areas constitute the Primary Market Area (PMA).

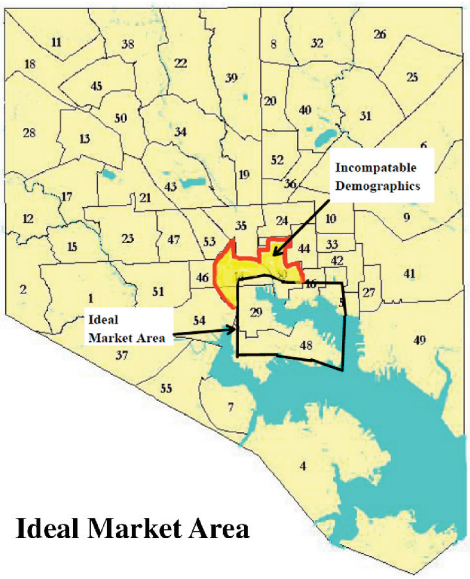
As additional assurance that an appropriate market area was selected, the 101 Wells Street (located 0.3 miles south of our site) building manager informed us that they compete with apartment complexes in the Inner Harbor area. He provided market study data that they use to continually monitor their competition. Their complex is performing well, currently operating with 2% vacancy.



Selected Market Area

The market study limit was also defined by the availability of demographic data. The Baltimore Neighborhood Indicators Alliance (BNIA) divides the City into forty nine (49) Community Statistical Areas (CSA's) and provides statistical demographic data on line on the CSA's at no cost. Ideally the neighborhoods studied would have included Harbor East and Downtown, but the CSA's that include those areas extend in to areas well outside the market area, into areas that do not have demographics compatible with the ideal market area. For that reason, these CSA's were excluded from the study.

This is a basic method to make the market area decision; relying on readily available data and knowing that other apartment complexes are looking at a similar area. It is recommended that better data be procured to more accurately delineate the ideal market area. An excellent source of data is the Baltimore Drill Down. The Drill Down combines numerous data sets from public and private, national and local sources, to build a more accurate, up-to-date set of community level indicators. For a fee, custom drill down reports can be ordered and tailored to a specifically defined geographic area, down to the census block level. It is recommended that drill down data be purchased, analyzed and used to refine the market study findings prior to the owner making an investment decision.



Ideal Market Area

## Growth Trend

With the decennial Census due to be published in 2011, there is limited recent, readily available data to use to project population and household growth. To project growth in the market area, alternate sources of data were used to serve as a proxy for the growth (or reduction) expected in the market study area.

### Household Growth Rate:

The Baltimore Metropolitan Council publishes community profiles which provide Census demographic data for geographic areas of the Baltimore area. Data from the South Baltimore Community indicates that households increased from 6,104 in 1990, to 6,491 in 2000 which equates to an annual growth rate of 0.62%, which is the rate used in the study. To help gauge the credibility of the 0.62% annual growth rate, readily available data of a different measure from more recent years was used as a comparison. BNIA provides free data on the total number of residential properties in 2002, 2006 and 2007 and that data was used for the comparison. The computed annual growth in residential properties is 4.33% which is nearly seven times larger than the household growth rate used to project future demand and provides evidence that household growth in the area was likely to be at least 0.62%.

### Home Ownership Growth:

The Danter Company published data on homeownership rates for of the states in the United States of America. For Maryland the rates were 71.7% in 2007 and 70.6 in 2008 which equates to an annual reduction in home ownership rate of 1.53%.

### Households by Occupancy Status

Based on the 2007 BNIA occupancy status data, the market area had a 61% homeownership rate. Using 2007 and 2008 Maryland home ownership rate information from the Dantner Company, the annual change in percentage in the home ownership rate declined 1.53%. Projections for 2009 and 2012 homeownership assumed that future ownership rates would decline 1.53% annually, which is beneficial for the development of rental units.

**2000 to 2012 Household by Occupancy Status**
**20 E. Fort Ave Market Area**

| BNIA CSA# | Neighborhood | Owner Occupancy Rate 2007 | Owner Occupancy Rate 2009 Projection | Renter Occupancy Rate 2009 Projection | 2009 Household Projection | 2009 Renter Household Projection | Owner Occupancy Rate 2012 Projection | Renter Occupancy Rate 2012 Projection | 2012 Household Projection | 2012 Renter Household Projection |
|---|---|---|---|---|---|---|---|---|---|---|
| 5 | Canton | 67.69% | 65.63% | 34.37% | 4,026 | 1,384 | 62.65% | 37.35% | 4,101 | 1,532 |
| 16 | Fells Point | 51.72% | 50.15% | 49.85% | 4,396 | 2,192 | 47.87% | 52.13% | 4,478 | 2,334 |
| 29 | Inner Harbor/Federal Hill | 59.95% | 58.12% | 41.88% | 6,580 | 2,755 | 55.49% | 44.51% | 6,702 | 2,983 |
| 48 | South Baltimore | 67.17% | 65.12% | 34.88% | 2,656 | 926 | 62.17% | 37.83% | 2,706 | 1,023 |
| Total | | | 61.20% | | | 7,257 | | | | 7,873 |
| Net Increase | | 615 | Renter Households | | | | | | | |

Notes: Used 2007-2008 Annual Change in % MD Homeownership Rate as a Proxy for Market Area Annual Change in Homeownership Rate; Source: Danter Company
Use Household Growth Projection1990 to 2000 - Baltimore Metropolitan Council Household Data for Household Growth

## Population Growth Rate:

The Marketplace at Fells Point development team provided a copy of the CBRE demographic report for their project site. The 1-mile radius of the CBRE report overlaps with a large portion of 20 E. Fort Avenue market area and is the best data obtained to use to compute annual population growth rate for the market area. The computed annual population growth rate is 0.4% and is the value that was used in the population and household trends computation. This value is conservative as much of the area within the 1 mile radius is not representative of the demographics of the ideal market area for 20 E. Fort Ave, i.e. it is severely blighted.

**Population and Household Trends, 2000 - 2012**

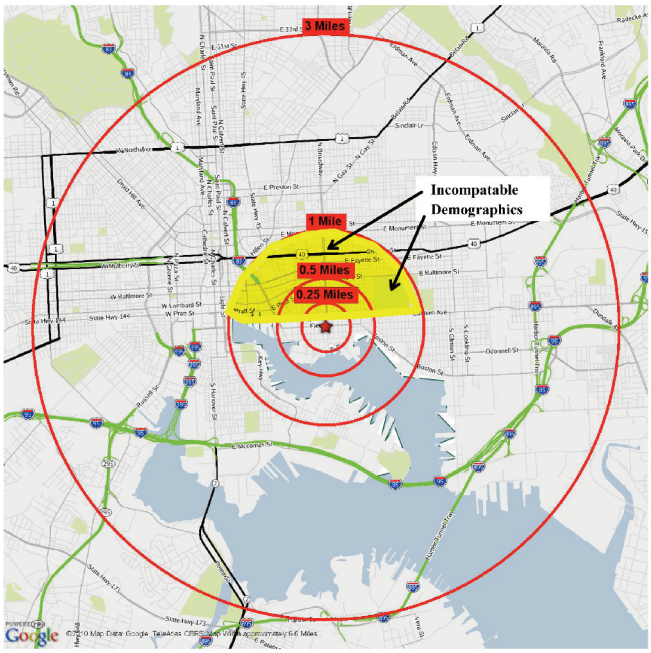
| | | | | Changes from 2000-2009 | | Changes from 2009-2012 | |
|---|---|---|---|---|---|---|---|
| 20 E. Fort Ave. | | | | Total | Annual | Total | Annual |
| | 2000 | 2009 | 2012 | # | % | # | % |
| Population | 33,724 | 35,013 | 35,454 | 1,289 | 0.42% | 441 | 0.42% |
| Households | 16,708 | 17,659 | 17,987 | 950 | 0.62% | 329 | 0.62% |
| Average Household Size | 2.02 | 1.98 | 1.97 | | | | |

Notes: Growth Projections - CBRE Ellis Report for Marektplace at Fells Point as a Proxy - 1 Mile radius

**Demographic Report**

CBRE CB RICHARD ELLIS

| Location | Longitude | Latitude |
|---|---|---|
| 1. Marketplace At Fells Point - .25 mile radius | -76.593745 | 39.284408 |
| 2. Marketplace At Fells Point - .5 mile radius | -76.593745 | 39.284408 |
| 3. Marketplace At Fells Point - 1 mile radius | -76.593745 | 39.284408 |
| 4. Marketplace At Fells Point - 3 mile radius | -76.593745 | 39.284408 |

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MAPPING CENTER CREATE LOCATE SOLVE

# D. Competitive Analysis

## Existing Competition

A rental survey of (5) existing multi-family rental communities (101 Wells, Harbor Hill, The Zenith, The Eden, and Domain Brewers Hill) in the defined market area was performed. The comparable sheets can be found in Appendix D. The properties contain a total of 896 units. This survey sampling is adequate in placing the subject within the larger competitive marketplace. Typical of an urban market, most are mid-rise or high-rise structures and many are within older structures which were converted to residential use. One of the properties (Domain at Brewers Hill) is still in initial lease up stage. Excluding Domain, the stabilized properties contain 716 apartments with an average vacancy of 7.25%. Including the lease-up property brings the overall market vacancy to 11%.

*Competitive Analysis*

| Property/Location | Yr.Blt | No. Units | Unit Type | Size | Rent/Month | Rent/SF | Vacancy |
|---|---|---|---|---|---|---|---|
| **101 Wells** | 2006 | 182 | 1BR/1BA | 800 | $1,275 | $1.59 | 2.0% |
| 101E. Wells Street | | | 2BR/2BA | 1,188 | $1,500 | $1.26 | |
| Baltimore, MD | | | 2BR/2BA | 1,586 | $1,950 | $1.23 | |
| **Harbor Hill** | 1984 | 73 | 1BR/1BA | 991 | $1,385 | $1.40 | 5.0% |
| 301 Warren Avenue | | | 2BR/2BA | 1,195 | $1,730 | $1.45 | |
| Baltimore, MD | | | 3BR/2BA | 1,798 | $2,400 | $1.33 | |
| **The Zenith** | 2007 | 191 | Studio | 603 | $1,375 | $2.28 | 6.0% |
| 511 W. Pratt Street | | | 1BR/1BA | 829 | $1,750 | $2.11 | |
| Baltimore, MD | | | 2BR/1BA | 924 | $2,020 | $2.19 | |
| | | | 2BR/2BA | 1,145 | $2,720 | $2.38 | |
| **The Eden Apartments** | 2007 | 270 | Studio | 614 | $1,512 | $2.46 | 15.9% |
| 777 S. Eden Street | | | 1BR/1BA | 730 | $1,720 | $2.36 | |
| Baltimore, MD | | | 1BR/1BA | 891 | $2,094 | $2.35 | |
| | | | 1BR/1BA/Sun | 922 | $2,151 | $2.33 | |
| | | | 2BR/2BA | 1,230 | $2,819 | $2.29 | |
| **Domain Brewers Hill** | 2008 | 180 | 1BR/1BA | 772 | $1,984 | $2.57 | 26.0% |
| 1200 S. Conkling Street | | | 2BR/2BA | 1,276 | $2,615 | $2.05 | |
| Baltimore, MD | | | | | | | |

*Existing Competition Map*

Several of the properties are offering concessions of one month and up to two months free rent. Domain at Brewers Hill is offering two months free. However, at its current leasing pace, it will be stabilized well before the subject project begins leasing.

In the competitive properties, tenants generally pay for all utilities except water and trash. Dishwashers, disposals, microwaves and in-unit laundry equipment are standard features in many of the properties. All units in the Class A properties or upper half of the Class B set include full size kitchen appliances. Most properties surveyed have some type of garage or other off-street parking available for a fee; the communities surveyed charge from $100 to $150 for a single garage space or $50 to $120 for a surface space. For the subject project, $150 per space, base year value, was used to compute parking rental revenue.

Community amenities in this market vary, with most buildings offering some amenities; a select few offer a broad array. Until recently, a Class A product, with its top of the line amenity package, was not available in the market area, but now there are several Class A communities (The Eden, The Zenith, & Domain). The Class A communities distinguish themselves by both the scope of amenities offered as well as by the quality of amenities and finishes in common areas and within individual units. Typically, the Class A communities in the market area offer dramatic lobbies and clubrooms, concierge services, a state of the art fitness center and welcoming outdoor space, some with pools and/or grills. With its amenity package, the subject will be able to compete well with the Class B product and moderately well with the Class A product.

All of the properties have controlled access, and all but the smallest have on-site management offices. Many of the communities have 24-hour attended entrances or after hours security patrols as well.

After surveying the rents for those five comparables, we noticed that the current market net rent (excluding utilities paid by the tenants) for one-bedroom unit range from $1,275 (101 Wells) to $1,984 (Domain) per month; the average Class A one bedroom rent is $1,818 for 777 sq. ft. with a per sq. ft. rent of $2.34 while the Class B one bedroom units average $1,330 for 895 sq. ft. or $1.48 per sq. ft.

Net two-bedroom rents in the Class A product average $2,718 for a 1,217 sq. ft. unit or $2.23 per sq. ft., while the Class B communities average $1,615 for a 1,191 sq. ft. unit or $1.36 per sq. ft. We estimate that the subject's rents will range from the top of the Class A market to the middle. As the economy continues to recover, demand will continue to increase, concessions will decrease and net rents throughout the market will be more aggressive.

Based on our survey of those five comparables, we estimate net market rent for the subject project units to be $1.82 per sq. ft/unit. It is conceivable that higher rents can be charged for units on the higher floors with downtown views.

## Pipeline

Several developers and home builders indicate that over the last ten years, the Baltimore housing market was invigorated with numerous new market rate rental communities in and near downtown. As the demand for condominiums and townhouses grew, developers at one point in time planned close to 3,000 new multifamily units. After the for-sale market stalled followed by the economic downturn, many of these plans have been cancelled while others face serious financial obstacles. However, the rental product is more vibrant, but not without some financial hurdles. Two new communities have recently entered the market and are in lease-up, 39 West Lexington and the Domain at Brewers Hill. The Residences at McHenry Row is currently under construction. Other projects continue to move through the planning stages.

While it is beneficial to track all projects that are being proposed and may have been in the pipeline in recent years, the competitive analysis performed for this study considered only those communities that are either under construction; McHenry Row, or are in the latter stages of design and permitting; Marketplace at Fells Point, and 1111 Light Street.

Marketplace at Fells Point is proposed as a mixed use community on several underutilized parcels on either side of South Broadway in Fells Point. The project may include 155 units and 30,000 sq. ft. of retail space. McHenry Row is a mixed-use project, located on the western section of Locust Point on the site of the former Chesapeake Paperboard Company. Its 250 multifamily rental units is expected to come on line in early 2011 along with 80,000 sq. ft. of office space, significant retail space and multiple garages to serve all uses. 1111 Light Street is a mixed use project in the heart of Federal Hill with 93 rental units and will be in direct competition with 20 E. Fort Ave. This project is in the design phase.

*Pipeline Map*

# E. Market Findings and Conclusions

## Analysis of Overall Supply/Demand

We estimate an excess demand of 7 additional units for the market area including this project's 28 units (assuming 95% stabilized occupancy). The following table calculates future renter demand for the primary market area based on our household growth projections between 2010 and 2013 in the market place.

The net change in renter households projected for the market area during 2009-2012 is 615 new households (205 per year). Removal of housing units from service was estimated at an annual rate of 0.48% of the 2009-2012 housing stock obtained from American Housing Survey data, for a total of 291 units during this period. Applying a 44% ratio of renter households results in the removal of 128 rental units. Allowing for a 5% market vacancy rate within the existing rental stock added 20 units to demand. It is concluded that there will be a total demand of 507 new units of rental housing over the next 3 years.

Unlike suburban locations where the residential market seems to operate in a more deliberate fashion, a significant portion of Downtown's multifamily pipeline community historically does not come to fruition even in the best of times given the complex nature of those projects and the shifting dynamics of the city's economy. Given the current lending environment, it is unlikely that all of the listed communities will come on line within the time frame utilized for the analysis projections (2010-2013). It was determined that the market will support the subject plus the three proposed projects (discussed above) during this timeframe. However, it is difficult to ascertain specifically which communities will actually move forward. One condition may well be approval from HUD for mortgage insurance, one of very few financing options currently available.

**Derivation of Demand**
**20 E. Fort Ave.**

| Demand<br>Household Growth | Units |
|---|---|
| 2009 Renter HH | 7257 |
| 2012 Renter HH | 7873 |
| **Net Change in Renter HH = New New Demand for Apartment Units** | **615** |

Add: Units Removed From Market

| | Housing Stock | Removal | Lost Units |
|---|---|---|---|
| 2010 | 19989 | 0 | 96 |
| 2011 | 20230 | 0 | 97 |
| 2012 | 20475 | 0 | 98 |
| Total Units | | | 291 |
| Rental Units (44% Households) | | | 128 |
| **New New Demand for Renter Units** | | | **487** |

| Net New Demand for Renter Units<br>Add:Multi-family Competetive<br>Vacancy | Inventory | Vacant | |
|---|---|---|---|
| Stabilized Multifamily communties | 3912 | 138 | |
| Unstabilized Multifamily Communties | 180 | 47 | |
| Total Ex. Communities | 4092 | 185 | |
| Market Vacancy at 5% | | 205 | |
| Less: Current Units | | -185 | |
| Total Vacant Units Needed Achieve 5% Vacancy Rate | | 205 | |
| Additional Vacant Units Needed Achieve 5% Vacancy Rate | | | 20 |
| **Total Rental Demand** | | | **507** |

| **Planned Additions to the Supply** | **Total Units** | **95% Occupancy** |
|---|---|---|
| Chesapeake Paperboard | 250 | 238 |
| Marketplace at Fells Point | 155 | 147 |
| 1111 Light Street | 93 | 88 |
| 20 E. Fort Ave. | 28 | 27 |
| **Total New Rental Supply** | | **-500** |
| **Excess Demand for Rental Housing** | | **7** |

Overall, the three pipeline communities will provide 498 new units. Including the subject project, 526 new units will be added to the total supply, but only 500 added to the supply under the ideal structural vacancy rate of 5%. Under this assumption, it was determined that the net excess demand is seven (7) rental housing units over the next three years.

## Affordability analysis and capture rates

Finally, the study addresses the demand for the subject's 28 units, assuming all units are leased to households with incomes between $76,364 and $110,850.

For the two bedroom units, the income floor of $76,364 was set assuming the household income required at the 33% standard to afford the rent of $2,100 (gross rent) which includes an estimated $100 for utilities. The ceiling was set at 150% of the area median income or $110,850 (the source is Novogradac Website). The capture rate for renter households is 2.57%.

**Affordability Analysis and Capture Rate**

| Two Bedroom Units | | Minimum | Maximum |
|---|---|---|---|
| Number of Units | 28 | | |
| Net Rent | $ 2,000 | | |
| Estimated Utilities | $ 100 | | |
| Gross Rent | $ 2,100 | | |
| Est. % Income spent on rent | 33% | | |
| Income Range | | $ 76,364 | $ 110,850 |
| Range of Qualified HH's | | 7,487 | 5,089 |
| Total Qualified HH's | | | 2,398 |
| **Unit Total HH Capture Rate** | | | **1.08%** |
| Range of Renter qualified HH's | | 2,822 | 1,810 |
| Renter Qualified HH's | | | 1,012 |
| **Unit Renter HH Capture Rate** | | | **2.57%** |

## Absorption

While the market area has a track record for the absorption of rental units spanning the past nine years, the economic slowdown over the past year has clearly affected the market dynamics. The news, however, is not all negative for 2009 according to project leasing agents and property managers in downtown Baltimore. After a winter and spring of barely replacing expiring leases in a number of communities, the pace has picked up beyond the expected seasonal burst of activity. Leasing agents for several new downtown properties indicated that monthly absorption was 30 units overall in 2008. A few communities struggled to fill vacancies over the winter; however, over a few months in the summer 2009, the pace has improved. The Domain at Brewer Hill, after only one-half of a year on the market, attained close to 75% occupancy, leasing about 60 units in the past month and a half. Two other communities, Spinnaker Bay and Zenith finally reached full occupancy over the summer. 39 West Lexington is the only Class A community struggling at this time, likely due to individual circumstances such as lack of parking, marginal location, and no concessions. The recent absorption and decline in vacancy levels is an indication of resumption of stronger demand for Class A and upper tier of Class B products. The rental market, household formation, and economic base of the market area will be sufficiently strong to absorb this subject project over the projection period.

If introduced in late 2011 or early 2012, and with the proposed price structure and features, the subject project should lease up at a pace of 8 to 10 units per month. By the time the subject is expected to come on line, all of the properties under initial lease up are expected to be stabilized (except 39 West Lexington which is not a competitive product). Only one property is under construction at this time, McHenry Row, which is likely to deliver first and be well along in absorption by the time the subject project delivers. Due to the difficulty of financing, it is likely that the other pipeline projects will come on line in a staggered fashion. Assuming that the overall market can resume a minimum absorption pace of 30 units per month, and that no more than the three listed communities lease-up at once, the projected pace is reasonable. Assuming zero units of pre-leasing, the project should attain 95% occupancy within 3 to 4 months of initial occupancy.

## Market Study Conclusion

In summary, it was documented that the demand for additional multifamily units exceeds the potential supply of additional multifamily units, including the subject project, during the 2010-2013 projection timeframe, when the project will be introduced to the market. The subject property compares favorably to the comparable properties and is expected to lease briskly at a pace of 8-10 units per month. There is sufficient demand to absorb the subject property as well as the three potential projects in the pipeline.

# V. Financial Analysis

## A. Introduction

The financial analysis involved utilizing Crystal Ball on selected variables to perform a Monte Carlo analysis of the project. The model required the change in the vacancy/renews status to toggle automatically with each run, setting forth in motion the changes in revenue, downtime, and expenses etc. which are specifically associated with the vacancy/renew status. The output of the Crystal Ball analysis is a probability distribution of the outcomes, not specific values. The distribution allows for the assignment of a probability of achieving a certain threshold. The alternative single result provided by Argus is return. The lack of multiple results does now allow Argus to provide the risk associated with the return.

## B. Model Structure, Assumptions and Inputs

The model created for this analysis is a modified and expanded version of the model Jonathan Williams created and shared with the JHU 767.786.61 class in the summer of 2009. The model was expanded to provide a structure to accommodate twenty (28) tenants, rather than the four industrial tenants provided for in Mr. Williams's model and can be found in Appendix A. The model was structured as follows:

### Project Data and Assumptions Tab:

This tab is the input screen for the project's general information and the model's variables, with the exception of the escalation rates.

### General

Information provided to indentify the project including the project name, address, property type and property size expressed in number of units.

### Timing

Information provided to allow the model to compute the appropriate dates to apply revenue and expense data to:

**Base Year Escalation Computations** – This is the starting date used for the escalation tables. Setting up separate base year escalation computations allows historic cost data to be applied to the model independently of the 20 year DCF for the apartment building. For example, if expense data is from 2009, but the apartment DCF covers 2012 through 2032, the expense data will be escalated using Crystal Ball to 2012 – 2032 values.

**Analysis Start Date** – Starting date for the beginning of the development process. This number feeds into the development schedule start as well as the cash flow analysis tab.

**Analysis Duration** - Duration of the analysis for the built product, i.e. when the building is ready for occupants.

**First Initial Absorption Rate Line** – Absorption rate provided in the market study expressed in units per month.

**Second Initial Absorption Rate Line** – Expressed in months per unit to allow for a more simple computation to be performed in the Unit Tabs.

**Vacancy for New Lease** – Since data was not readily available for the length of the vacancies that occur between two leases an assumption was made based on the initial absorption rate provided in the market study, but enhanced with a Crystal Ball distribution overlay. For this input the vacancy between leases was assumed to be lognormally distributed, with a minimum value of 0.25 months (1 week), a most likely value of 0.49 months (2 weeks) and a maximum value of 1.5 months (6 weeks).

**Rounded Value of Vacancy for New Lease** - Since the model can only compute cash flows on a monthly basis, the vacancy rate computed by crystal ball needed to be converted to an even value expressed in months. The most likely value of 0.49 months would result in a rounded downtime of zero (0) months, which may slant the results towards an overly optimistic result. However, using no distribution (i.e. not using Crystal Ball) would result in choosing a 100% occurrence of a monthly vacancy rate. Using Crystal Ball allows for a variation in the results that provides a more accurate portrayal of the vacancy rate.

## Lease Term

Assumed the industry standard 12-month lease.

## Renewal Probability

Data from 2009 NAA Income & Expense Survey for the Baltimore Towson MSA area for Mid and High Rise Units.

## Revenue

**Market Rent** – Provided in the market study.

**Parking** – Values obtained from comparables research.

**Basic Operating Expenses** - Data from 2009 NAA Income & Expense Survey for the Baltimore Towson MSA area for Mid and High Rise Units.

## Tenant Improvements/Leasing Commissions

**2009 Costs Renewal Tenant Preparation** – Cost to provide limited painting touch ups and cleaning.

**New Unit Preparation** - Cost to provide unit painting and commercial grade cleaning.

**Renewal Lease Commissions** – Information obtained from interview with apartment operator.

**New Lease Commissions**– Information obtained from interview with apartment operator.

## Capital Expenditures

2009 Costs based on a recently bid construction project, similar in type of the selected alternative. This project is referred to as Project X in the construction budget section.

## Misc Losses

Collection loss data taken from 2009 NAA Income & Expense Survey for the Baltimore Towson MSA area for Mid and High Rise Units.

## DCF Variables

Discount Rate and Capitalization Rate Determination

The discount rate was determined by the capital asset pricing model (CAPM). This is possible because this analysis assumes that the value of a property is not dependent on financing. The formula is as follows:

Discount Rate = Risk Free Rate (RFR) + Beta*(Market Expected Return – Risk Free Rate)

**Where:**

1. The risk free rate and time premium can be approximated as one value by using the Treasury note yield which matches the duration of the DFC flow analysis, in this case the 20 Year Treasury was used.
2. Market Expected Return can be approximated by using the historical return of the S&P 500, with dividends reinvested, as a proxy. The SBBI S&P 500 TR was used and indicated an average annual return of 9.81%
3. Beta can be approximated by using the published beta of a REIT. The best REIT to use as a proxy is a REIT which invests in properties similar to the one being analyzed in both type and location. Home Properties Inc. (HME) is a REIT which invests heavily in apartment complexes in the Mid-Atlantic area and was selected as the best possible proxy for this analysis. Beta is the variable which helps us most in determining the starting point for the risk premium determination.

The following table summarizes the initial discount rate, which is the cost of capital for Home Properties Inc.

| Item | Source | Value |
|---|---|---|
| Risk Free Rate | 20 Year Treasury Yield | 4.41% |
| Expected Market Return | S&P 500 | 9.81% |
| Beta | Beta of Home Properties Inc. (HME) | 1.32 |
| **Cost of Capital** | | **11.51%** |

Since the cash flow behaviors of a portfolio such at HME differ from the cash flow behavior of a single property, risk identification and analysis must be performed in order to make final adjustments to the discount rate that will be used in the DCF analysis. While the statistical analysis necessary to make this determination is beyond the scope of the program's education, it is generally true that one property is riskier than a portfolio and as such the cost of capital figure will be adjusted up 0.49% to account for the additional risk and to provide an even 12% discount rate.

Discount Rate Utilized for DCF Analysis = 12.00%

### Capitalization Rate Determination

Capitalization Rate (cap rate) is equal to a property's net operating income (NOI) divided by its sales price. For this analysis, the capitalization rate computation utilized HME's AFFO – operating which for the year ending December 2009 (NOI) and the total market capitalization value based on the price of its stock (sales price):

AFFO – Operating = $ 119,070,000
Total Market Capitalization = $1,613,370,000
Cap Rate = 9.1%

Sales Costs –General industry standard costs.

## Development Schedule Tab

The development schedule was based on information provided by the architect and contractor who provided preconstruction services to the owner for the original condominium project. The schedule was adjusted to reflect the change in construction type and is presented in tabular form. The table computes the inputs (expressed in months) into excel EDATE values which in turn are carried through the model and inserted in each of the unit tabs. This allows changes in the construction dates and durations to easily waterfall through the entire the model.

## Construction Cost Worksheet Tab

The construction cost for the project was derived from data provided by the contractor (CAM) who provided preconstruction services to the owner for the original condominium project as well as the developer of a project that will be utilizing the same construction type as the selected option for this analysis. The developer of the recently bid project granted the author permission to utilize the data he provided, but requested that he and the project remain anonymous. His project will be referenced to as "Project X" in this report.

While Project X is similar in construction type, there are differences which need to be accounted for such as (1) size, (2) the presence of retail space and (3) complexity in construction due to its irregular shape and its immediate surroundings. To account for the presence of retail space and the complexity in construction, the Project X square foot costs were reduced by 30% to reflect the costs of constructing a building which will be rectangular, completely uniform and consistent in layout for all four floors of residential units. The reduced square foot costs were then proportionately reduced to reflect the smaller size of this project as compared to Project X.

The unit costs used from the condo project and priced up in 2006 by CAM were escalated up (7.7%) using published Bureau of Labor Statistics data to reflect 2009 prices.

The pricing from both sources was then aggregated and tabulated to provide the construction costs for this project.

## Development Budget Tab

The developer for Project X provided detail budget information for his project. These costs included soft costs to account for design fees, lending fees, legal services, taxes, carry costs, contingencies, utility service providers and other miscellaneous costs. The acquisition cost was provided by the current owner of the property.

The costs were then allocated to the year that they would be expended to help approximate the actual cash flow for the project during the development phase.

### Cash Flow Tab

The cash flow tab summarizes the cash flows for the project and serves two purposes:

1. It aggregates the cash flows from other tabs in the worksheet and inserts the flows (revenues and expenses) into the appropriate year.
2. Computes NPVof the cash flows.

### Escalation Table Tab

This tab computes the escalation rates and expenses for the project. The escalation rates on this tab have a Crystal Ball probability applied to each item, for every year of the analysis. This results in a random sampling to occur in each year, for every item. The following table summarizes the data used to build the probability distribution:

### Individual Unit Tab

The individual unit tabs are where the revenues, leasing costs and tenant improvements for each unit are computed and allocated to the appropriate month where they occur. This is accomplished in the following manner:

1. The model assumes that unit 1 through 28 will be initially absorbed in order. Each unit's lease start date is dependent on the previous unit being leased or in the case for Unit 1, when construction is complete.
2. The unit renewal or vacate decision is made in the unit leasing projections tab. This is modeled by using a Crystal Ball overlay binomial distribution as there are only two possible outcomes for the sampling – renew or vacate. Down time between leases is used to compute the start of the new lease term for the unit.
3. The revenues portion of the tab uses a look up function which determines which month applies to which lease term which allows the monthly rental rate to remain constant for the length of the lease.
4. Using the sumif function, the monthly cash flows are tabulated into annual amounts. The tables for each unit tab are located in the same location which allows for all of the unit tab sheets to be easily summed in the cash flow tab.

## C. Analysis Results

### Present Value

The output data provided by Crystal Ball is provided in the form of a distribution of the 10,000 computed results run for this analysis. The median value represents the 50% threshold of an event occurring, and the standard deviation provides a measurement of the risk (dispersion from the forecast cell) of the outcomes. The advantage of computing the distribution of outcomes is that the investment decision can now be made knowing the risk involved. The model produced for this practicum computes the NPV of the cash flow of the total project and the values of the cash flows for years 1 through 20.

## NPV for the cash flow of the total project

The NPV of the total cash flow including acquisition and development costs provides a value that if greater than zero, indicates that the project is financially viable. The results for this item are as follows:

| NPV Total Project | |
|---|---|
| **Median** | **118,206** |
| **Standard Deviation** | **603,263** |
| Percentiles | Forecast values |
| 0% | (2,028,351) |
| 10% | (585,272) |
| 20% | (352,920) |
| 30% | (170,327) |
| 40% | (18,988) |
| 50% | 118,155 |
| 60% | 259,349 |
| 70% | 428,563 |
| 80% | 626,140 |
| 90% | 912,962 |
| 100% | 3,141,508 |

The Crystal Ball run resulted in a median NPV greater than zero, which indicates that this project is financially viable. The data below the Median and Standard Deviation figures in the table above shows the percentile of outcomes. In this case the project has a 70% chance of NOT exceeding a NPV of $428,563, or conversely a 30% chance of exceeding a NPV of $428,563. This additional information that Crystal Ball provides defines the level of certainty of achieving a desired outcome, which can be beneficial when trying to persuade investors to invest in the project.

In addition to the computation of the present values of the project, the model also computes the value for each of the 20 annual cash flows. This information will help assess the project's ability to meet non operating expense cash flow demands that may be incurred over the life of the project such a debt service and capital expenses.

The typical 1-year apartment lease as well as the short time frame between leases (maximum unit vacancy of one month) resulted in years that were not particularity riskier than others because of the consistent and predictable turnover. One vacant

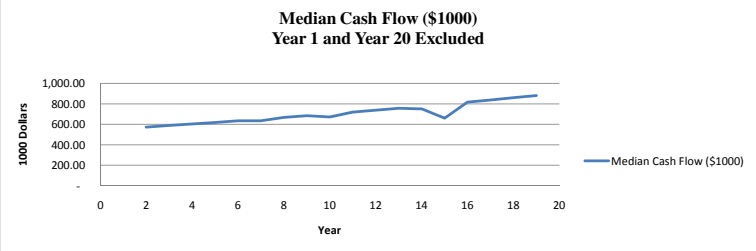
unit in a 28- unit building has a much smaller impact on the rental stream then a 50,000 SF vacancy in a 200,000 SF warehouse for example. Achieving the short vacancy term between leases and avoiding annual cash flow volatility depends on the building manager performing his duties in an effective manner and leasing the property aggressively.

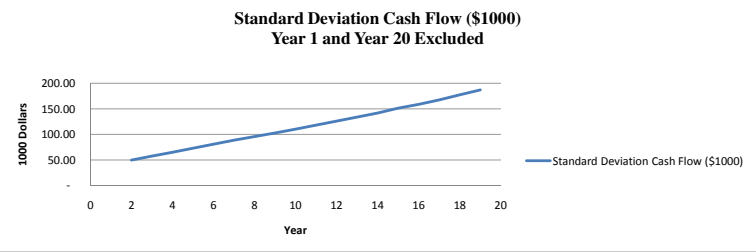
The Crystal Ball results indicate that cash flow increased in a linear manner as time increased, with the exception being year 15 when the HVAC equipment was projected to be replaced. The pattern is expected as revenue will increase over time if the building is properly maintained, rents increase over time and the building is properly managed to keep vacancy low.

The same linear increase with a lack of annual volatility is evident for the risk as well, which was expected due to the nature of the leases (short term, small individual impact on overall vacancy, short duration of vacancy). The increase in risk as time increases can mostly be attributed to the increase in revenue. Assuming that the probability distribution of annual rental increases results in a median value of 3%, the application of this increase applied to larger rents in the future will result in larger net deviations from the expected rental rates. See the following algebraic example:

**Crystal Ball Output**
**Annual Cash Flow**

| Year | Median Cash Flow ($) | Standard Deviation Cash Flow ($) |
|---|---|---|
| 1 | (1,485,680) | 28,369 |
| 2 | 572,911 | 49,729 |
| 3 | 588,218 | 57,751 |
| 4 | 603,505 | 65,286 |
| 5 | 618,681 | 73,105 |
| 6 | 634,591 | 80,956 |
| 7 | 634,358 | 88,600 |
| 8 | 667,534 | 96,014 |
| 9 | 684,461 | 103,044 |
| 10 | 671,688 | 110,469 |
| 11 | 719,892 | 118,036 |
| 12 | 738,920 | 126,121 |
| 13 | 756,675 | 134,068 |
| 14 | 750,777 | 141,858 |
| 15 | 659,698 | 151,391 |
| 16 | 816,340 | 158,801 |
| 17 | 837,244 | 167,664 |
| 18 | 859,519 | 177,286 |
| 19 | 881,374 | 186,955 |
| 20 | 9,701,370 | 2,324,381 |




| Year | Monthly Rent/Unit | Vacancy Rate | Vacancy Loss |
|---|---|---|---|
| 0 | $2,000 | 5% | 100 |
| 1 | $2,060 | 5% | 103 |
| 20 | $3,612 | 5% | 181 |

## D. Sensitivity Analysis

Since the NPV of the total project cash flows is positive the project is financially viable. However, based on the garbage in garbage out (GIGO) concept, the results hinge on the analyst's assumptions. To help better understand the risk factors involved, a sensitivity analysis was performed to determine how changes in the following input variables impact the total project NPV.

- Initial Absorption Rate
- Renewal Probability
- Market Rent
- Discount Rate
- Exit Cap Rate

The input was changed from the value used in the original model run while holding all other inputs constant. Since the range of values chosen for each variable does not correspond with the other variables, i.e. steps in the change in absorption rate inputs are not proportionate to the steps in the change in the market rent, there is no uniform measurement of risk than can be applied to this analysis (standard deviation, range etc.). This is acceptable for the intent of the sensitivity analysis as the goal is to determine a general indication as to which variables impact the value of the project most significantly. The inputs selected were based on a judgment of what a reasonable range of values both below and in most instances above the values used in the original model run. The model was run for 500 iterations for the sensitivity analysis for each change to conserve time as the 10,000 iteration run took approximately 45 minutes to complete. The reduced number of iterations is adequate to provide the level of certainty that the sensitivity analysis is intended to provide. Once the items have been identified, the owner/developer can allocate his attention and resources to this inputs that impact the financial outcome of the project the most.

Sensitivity Analysis
Crystal Ball Run - 500 Iterations
Modification of One Input Variable
All other inputs remain the same as original model run

| | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | **Initial Absorption Rate** | | | | | **Units Absorbed Per Month** | | | | | | |
| | Amount | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| | Median NPV Total Project | ($414,666) | ($146,421) | ($61,171) | $28,443 | $42,429 | $139,927 | $100,689 | $178,075 | $142,687 | $167,346 | |
| 2 | **Renewal Probability** | | | | | **Percent Renew** | | | | | | |
| | Amount | 20% | 25% | 30% | 35% | 40% | 45% | 50% | 55% | 60% | 65% | 70% | 75% |
| | Median NPV Total Project | ($3,671) | $16,227 | $19,968 | ($5,694) | $4,539 | $80,230 | $61,494 | $46,634 | $83,796 | $135,871 | $135,526 | $160,118 |
| 3 | **Market Rent** | | | | | **Dollars Per Month** | | | | | | |
| | Amount | $ 1,600 | $ 1,650 | $ 1,700 | $ 1,750 | $ 1,800 | $ 1,850 | $ 1,900 | $ 1,950 | $ 2,000 | $ 2,050 | $ 2,100 | $ 2,150 |
| | Median NPV Total Project | ($1,017,167) | ($840,226) | ($737,625) | ($523,907) | ($439,438) | ($299,874) | ($153,056) | $39,267 | $147,442 | $225,984 | $421,246 | $526,082 |
| 4 | **Discount Rate** | | | | | **Percent** | | | | | | |
| | Amount | 9.00% | 9.50% | 10.00% | 10.50% | 11.00% | 11.50% | 12.00% | 12.50% | 13.00% | | |
| | Median NPV Total Project | $1,673,223 | $1,334,598 | $1,119,605 | $812,398 | $579,079 | $317,555 | $117,887 | ($119,215) | ($244,107) | | |
| 5 | **Exit Cap Rate** | | | | | **Percent** | | | | | | |
| | Amount | 7.00% | 7.50% | 8.00% | 8.50% | 9.00% | 9.50% | 10.00% | 10.50% | 11.00% | | |
| | Median NPV Total Project | $355,393 | $253,060 | $223,036 | $221,818 | $143,055 | $66,949 | $45,387 | $34,645 | ($7,520) | | |
| 6 | **Development Budget** | | | | | **Dollars** | | | | | | |
| | Amount | $5,387,655 | $5,400,000 | $5,450,000 | $5,500,000 | $5,550,000 | $5,600,000 | $5,650,000 | $5,700,000 | $5,750,000 | $5,800,000 | |
| | Median NPV Total Project | $118,206 | $94,683 | $84,638 | $86,413 | $13,122 | ($17,927) | ($90,202) | ($166,027) | ($154,811) | ($154,811) | |

Indicates Original Model Run Assumptions

## Initial Absorption Rate

Eight (8) units per month was the value used in the original model run for the initial absorption rate. The results of the sensitivity analysis reveal that the lowest absorption rate that still results in a positive NPV is four (4) units per month. This provides the owner some leeway to "slip" on this target input, but he should still focus on aggressively leasing up the project in order to achieve four (4) units per month minimum.

## Renewal Probability

Seventy five percent (75%) was the value used in the original model run for the initial renewal probability. The results of the sensitivity analysis reveal that the lowest absorption rate that still results in a positive NPV is twenty five percent (25%). As was the case for the initial absorption rate, this provides the owner some leeway to "slip" on this target input.

## Market Rent

Two thousand dollars ($2000) per month was the value used in the original model run for initial market rent. The results of the sensitivity analysis reveal that the lowest market rent that still results in a positive NPV is one thousand nine hundred and fifty dollars ($1950). There is insufficient leeway available to reduce rents to lure tenants to the building. The owner should focus on developing attractive units and market the building aggressively to ensure that $2000/month rents are obtained.

## Discount Rate

Twelve percent (12%) was the value used in the original model run was for the discount rate. The results of the sensitivity analysis reveal that the highest discount rate that still results in a positive NPV is twelve percent (12%). There is no leeway available to increase the discount rate and still have a financially viable project. As such, the owner should take caution if he decides to adjust the discount rate down to make the "numbers" work.

## Exit Cap Rate

The exit cap rate used in the original model run was nine percent (9%). The results of the sensitivity analysis reveal that the highest exit cap rate that still results in a positive NPV is ten point five percent (10.5%). As such, the owner has some leeway should property values continue to fall and cap rates rise to still have a financially viable project. Using 20-years for the DCF analysis minimizes the impact that the exit cap rate, and subsequently the resale cash flow, has on the NPV of the project.

## Development Budget

The development budget used in the original model run was $5,387,654. The results of the sensitivity analysis reveal that the highest development budget that still results in a positive NPV is $5,550,000. As such, the owner has limited leeway should the project budget increase over the value used in the initial run. The results indicate that the developer needs to maintain strict control over the budget in order to ensure that the project remains financially viable.

# VI. Recommendation

Based on the positive median net present value, risk adjusted to provide a rate of return of 12%, the project should be developed in accordance with the revised program. The owner should take the following steps:

- Redesign the building and site to design development level.
- Engage the community and seek zoning approval.
- Proceed to construction documentation.
- Competitively bid the project.
- Obtain financing.
- Construct the building.
- Lease the building.
- Manage the building.

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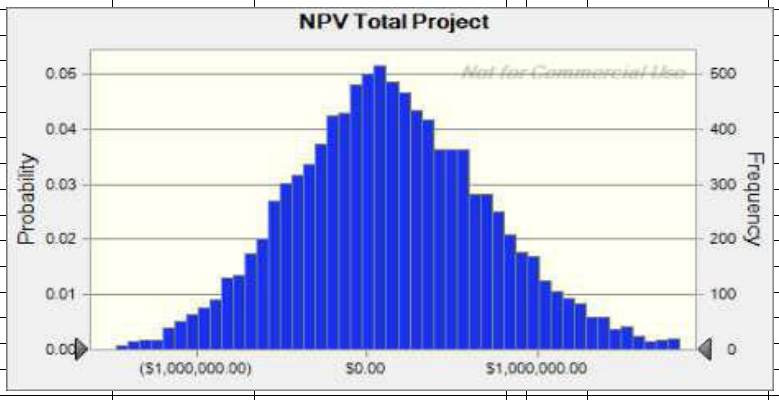
# Appendix A – Crystal Ball Model

| Forecast: NPV Total Project | | | Cell: C49 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from ($2,028,351.33) to $3,141,508.31 | | |
| | Base case is $304,834.86 | | |
| | After 10,000 trials, the std. error of the mean is $6,032.63 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $148,306.97 |
| Median | $118,205.87 |
| Mode | --- |
| Standard Deviation | $603,263.15 |
| Variance | $363,926,430,323.56 |
| Skewness | 0.3510 |
| Kurtosis | 3.63 |
| Coeff. of Variability | 4.07 |
| Minimum | ($2,028,351.33) |
| Maximum | $3,141,508.31 |
| Range Width | $5,169,859.65 |
| Mean Std. Error | $6,032.63 |

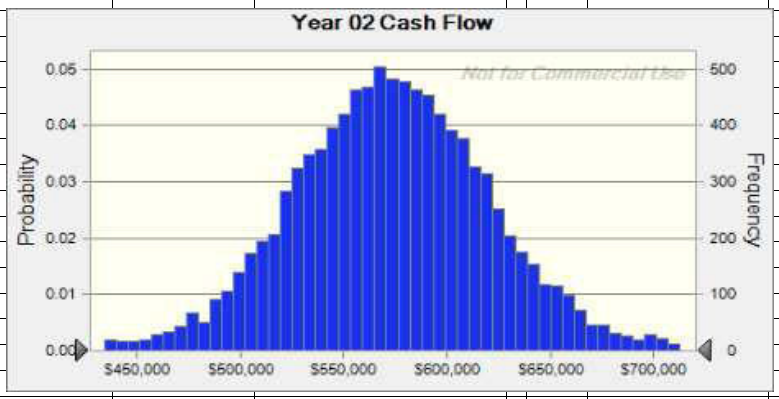
| Forecast: NPV Total Project (cont'd) | | Cell: C49 |
|---|---|---|
| Percentiles: | Forecast values | |
| 0% | ($2,028,351.33) | |
| 10% | ($585,272.23) | |
| 20% | ($352,920.09) | |
| 30% | ($170,327.06) | |
| 40% | ($18,987.52) | |
| 50% | $118,155.36 | |
| 60% | $259,348.63 | |
| 70% | $428,562.97 | |
| 80% | $626,140.07 | |
| 90% | $912,962.06 | |
| 100% | $3,141,508.31 | |

| Forecast: Year 01 Cash Flow | | Cell: E47 |
|---|---|---|
| Summary: | | |
| Entire range is from $(1,644,299) to $(1,330,006) | | |
| Base case is $(1,481,714) | | |
| After 10,000 trials, the std. error of the mean is $284 | | |


| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $(1,485,397) |
| Median | $(1,485,680) |
| Mode | --- |
| Standard Deviation | $28,369 |
| Variance | $804,801,131 |
| Skewness | 0.1083 |
| Kurtosis | 4.21 |
| Coeff. of Variability | -0.0191 |
| Minimum | $(1,644,299) |
| Maximum | $(1,330,006) |
| Range Width | $314,293 |
| Mean Std. Error | $284 |

| Forecast: Year 01 Cash Flow (cont'd) | Cell: E47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $(1,644,299) |
| 10% | $(1,519,742) |
| 20% | $(1,507,725) |
| 30% | $(1,499,189) |
| 40% | $(1,492,365) |
| 50% | $(1,485,680) |
| 60% | $(1,479,362) |
| 70% | $(1,472,063) |
| 80% | $(1,463,379) |
| 90% | $(1,450,557) |
| 100% | $(1,330,006) |

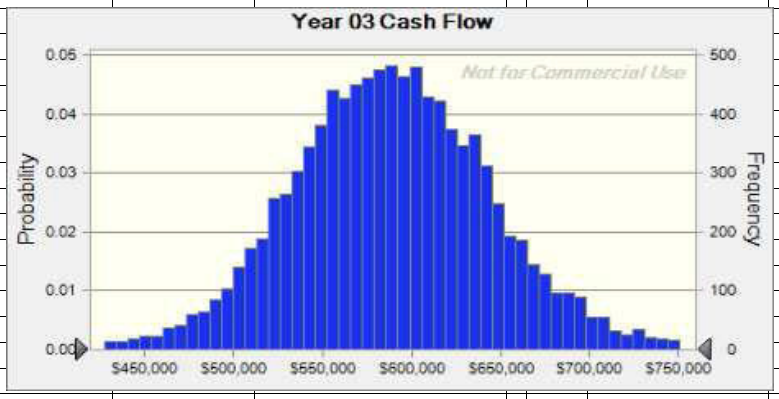
| Forecast: Year 02 Cash Flow | | Cell: F47 |
|---|---|---|
| Summary: | | |
| Entire range is from $343,869 to $850,092 | | |
| Base case is $566,840 | | |
| After 10,000 trials, the std. error of the mean is $497 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $573,521 |
| Median | $572,911 |
| Mode | --- |
| Standard Deviation | $49,729 |
| Variance | $2,472,998,226 |
| Skewness | 0.1166 |
| Kurtosis | 4.01 |
| Coeff. of Variability | 0.0867 |
| Minimum | $343,869 |
| Maximum | $850,092 |
| Range Width | $506,223 |
| Mean Std. Error | $497 |

| Forecast: Year 02 Cash Flow (cont'd) | Cell: F47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $343,869 |
| 10% | $512,574 |
| 20% | $533,406 |
| 30% | $548,525 |
| 40% | $561,353 |
| 50% | $572,909 |
| 60% | $585,078 |
| 70% | $597,678 |
| 80% | $612,655 |
| 90% | $634,384 |
| 100% | $850,092 |

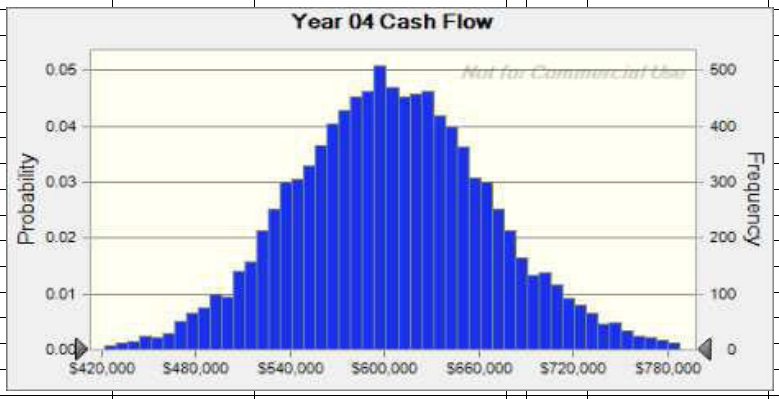
| Forecast: Year 03 Cash Flow | | | Cell: G47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $286,301 to $893,941 | | |
| | Base case is $589,480 | | |
| | After 10,000 trials, the std. error of the mean is $578 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $589,153 |
| Median | $588,218 |
| Mode | --- |
| Standard Deviation | $57,751 |
| Variance | $3,335,224,332 |
| Skewness | 0.1320 |
| Kurtosis | 3.86 |
| Coeff. of Variability | 0.0980 |
| Minimum | $286,301 |
| Maximum | $893,941 |
| Range Width | $607,640 |
| Mean Std. Error | $578 |

| Forecast: Year 03 Cash Flow (cont'd) | | Cell: G47 |
|---|---|---|
| Percentiles: | Forecast values | |
| 0% | $286,301 | |
| 10% | $519,042 | |
| 20% | $542,496 | |
| 30% | $559,206 | |
| 40% | $574,149 | |
| 50% | $588,208 | |
| 60% | $602,045 | |
| 70% | $617,259 | |
| 80% | $635,074 | |
| 90% | $660,924 | |
| 100% | $893,941 | |

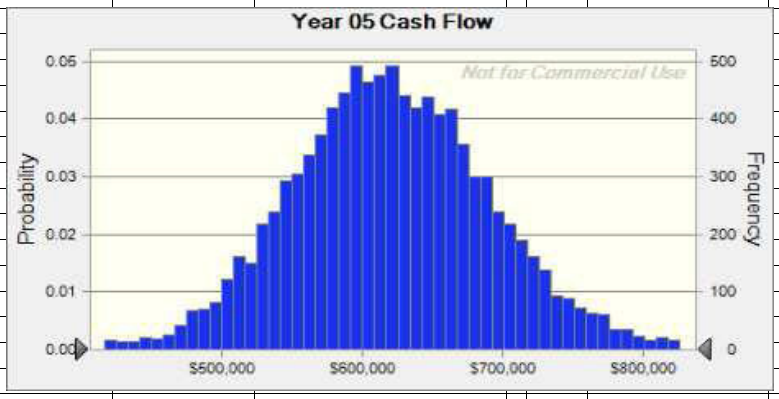
| Forecast: Year 04 Cash Flow | | | Cell: H47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $254,431 to $954,015 | | |
| | Base case is $604,981 | | |
| | After 10,000 trials, the std. error of the mean is $653 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $604,871 |
| Median | $603,505 |
| Mode | --- |
| Standard Deviation | $65,286 |
| Variance | $4,262,308,620 |
| Skewness | 0.1462 |
| Kurtosis | 3.83 |
| Coeff. of Variability | 0.1079 |
| Minimum | $254,431 |
| Maximum | $954,015 |
| Range Width | $699,584 |
| Mean Std. Error | $653 |

| Forecast: Year 04 Cash Flow (cont'd) | Cell: H47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $254,431 |
| 10% | $525,127 |
| 20% | $551,819 |
| 30% | $571,362 |
| 40% | $588,182 |
| 50% | $603,499 |
| 60% | $619,600 |
| 70% | $636,514 |
| 80% | $656,367 |
| 90% | $685,629 |
| 100% | $954,015 |

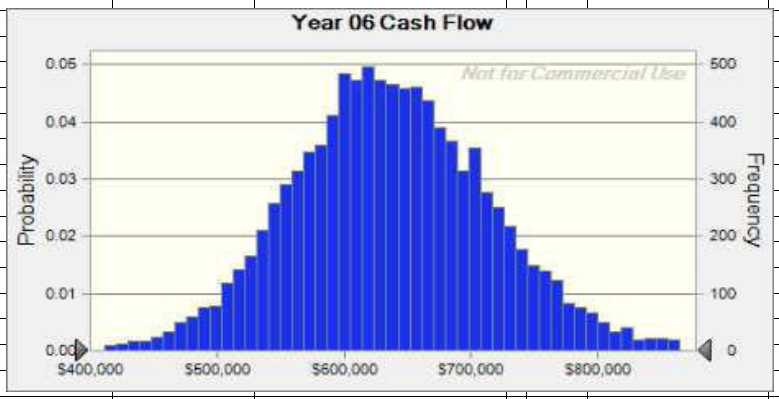
| Forecast: Year 05 Cash Flow | | Cell: I47 |
|---|---|---|
| Summary: | | |
| Entire range is from $249,172 to $1,044,322 | | |
| Base case is $642,330 | | |
| After 10,000 trials, the std. error of the mean is $731 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $621,170 |
| Median | $618,681 |
| Mode | --- |
| Standard Deviation | $73,105 |
| Variance | $5,344,376,792 |
| Skewness | 0.2319 |
| Kurtosis | 3.91 |
| Coeff. of Variability | 0.1177 |
| Minimum | $249,172 |
| Maximum | $1,044,322 |
| Range Width | $795,151 |
| Mean Std. Error | $731 |

| Forecast: Year 05 Cash Flow (cont'd) | Cell: I47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $249,172 |
| 10% | $532,127 |
| 20% | $561,485 |
| 30% | $583,271 |
| 40% | $601,006 |
| 50% | $618,680 |
| 60% | $637,454 |
| 70% | $657,164 |
| 80% | $679,422 |
| 90% | $712,022 |
| 100% | $1,044,322 |

| Forecast: Year 06 Cash Flow | | Cell: J47 |
|---|---|---|
| Summary: | | |
| Entire range is from $257,080 to $1,081,874 | | |
| Base case is $650,957 | | |
| After 10,000 trials, the std. error of the mean is $810 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $637,780 |
| Median | $634,591 |
| Mode | --- |
| Standard Deviation | $80,956 |
| Variance | $6,553,872,190 |
| Skewness | 0.3045 |
| Kurtosis | 3.94 |
| Coeff. of Variability | 0.1269 |
| Minimum | $257,080 |
| Maximum | $1,081,874 |
| Range Width | $824,794 |
| Mean Std. Error | $810 |

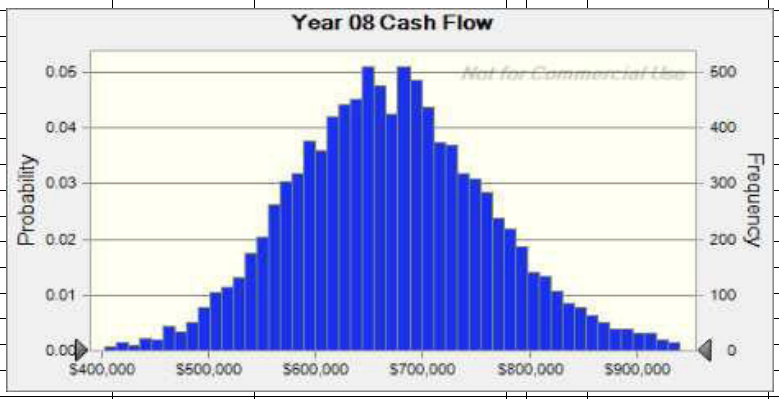
| Forecast: Year 06 Cash Flow (cont'd) | Cell: J47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $257,080 |
| 10% | $539,164 |
| 20% | $571,549 |
| 30% | $595,957 |
| 40% | $615,433 |
| 50% | $634,591 |
| 60% | $654,534 |
| 70% | $675,955 |
| 80% | $702,551 |
| 90% | $738,463 |
| 100% | $1,081,874 |

| Forecast: Year 07 Cash Flow | | Cell: K47 |
|---|---|---|
| Summary: | | |
| Entire range is from $256,290 to $1,114,564 | | |
| Base case is $630,836 | | |
| After 10,000 trials, the std. error of the mean is $886 | | |


| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $638,333 |
| Median | $634,358 |
| Mode | --- |
| Standard Deviation | $88,600 |
| Variance | $7,850,004,496 |
| Skewness | 0.3250 |
| Kurtosis | 3.80 |
| Coeff. of Variability | 0.1388 |
| Minimum | $256,290 |
| Maximum | $1,114,564 |
| Range Width | $858,274 |
| Mean Std. Error | $886 |

| Forecast: Year 07 Cash Flow (cont'd) | Cell: K47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $256,290 |
| 10% | $529,512 |
| 20% | $565,950 |
| 30% | $591,348 |
| 40% | $613,783 |
| 50% | $634,342 |
| 60% | $656,156 |
| 70% | $679,779 |
| 80% | $709,035 |
| 90% | $749,322 |
| 100% | $1,114,564 |

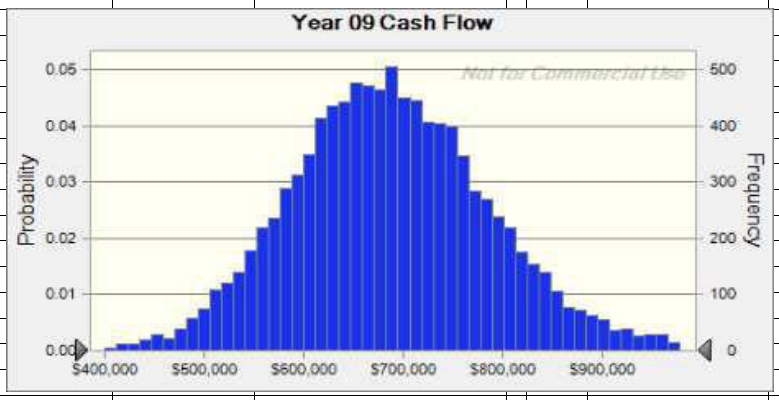
| Forecast: Year 08 Cash Flow | | Cell: L47 |
|---|---|---|
| Summary: | | |
| Entire range is from $280,556 to $1,173,835 | | |
| Base case is $676,608 | | |
| After 10,000 trials, the std. error of the mean is $960 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $671,484 |
| Median | $667,534 |
| Mode | --- |
| Standard Deviation | $96,014 |
| Variance | $9,218,644,953 |
| Skewness | 0.3467 |
| Kurtosis | 3.78 |
| Coeff. of Variability | 0.1430 |
| Minimum | $280,556 |
| Maximum | $1,173,835 |
| Range Width | $893,279 |
| Mean Std. Error | $960 |

| Forecast: Year 08 Cash Flow (cont'd) | Cell: L47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $280,556 |
| 10% | $554,680 |
| 20% | $592,301 |
| 30% | $619,977 |
| 40% | $645,124 |
| 50% | $667,504 |
| 60% | $690,351 |
| 70% | $715,587 |
| 80% | $748,178 |
| 90% | $791,994 |
| 100% | $1,173,835 |

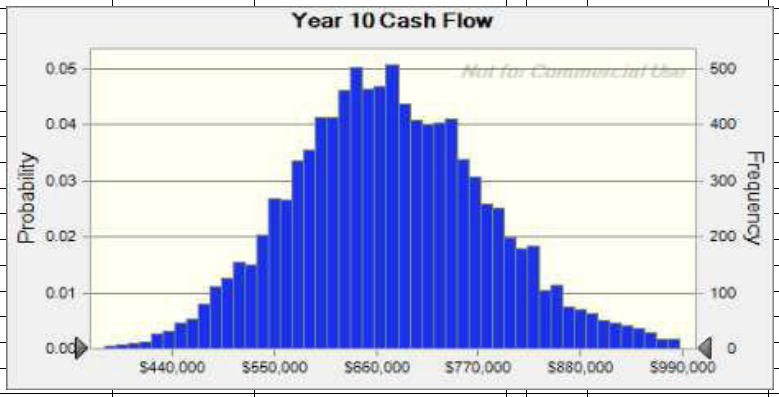
| Forecast: Year 09 Cash Flow | | Cell: M47 |
|---|---|---|
| Summary: | | |
| Entire range is from $290,989 to $1,248,610 | | |
| Base case is $687,658 | | |
| After 10,000 trials, the std. error of the mean is $1,030 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $689,000 |
| Median | $684,461 |
| Mode | --- |
| Standard Deviation | $103,044 |
| Variance | $10,617,980,280 |
| Skewness | 0.3703 |
| Kurtosis | 3.74 |
| Coeff. of Variability | 0.1496 |
| Minimum | $290,989 |
| Maximum | $1,248,610 |
| Range Width | $957,621 |
| Mean Std. Error | $1,030 |

| Forecast: Year 09 Cash Flow (cont'd) | Cell: M47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $290,989 |
| 10% | $562,512 |
| 20% | $604,639 |
| 30% | $633,659 |
| 40% | $659,379 |
| 50% | $684,457 |
| 60% | $708,990 |
| 70% | $737,700 |
| 80% | $769,758 |
| 90% | $819,654 |
| 100% | $1,248,610 |

| Forecast: Year 10 Cash Flow | | Cell: N47 |
|---|---|---|
| Summary: | | |
| Entire range is from $289,854 to $1,281,806 | | |
| Base case is $697,341 | | |
| After 10,000 trials, the std. error of the mean is $1,105 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $677,260 |
| Median | $671,688 |
| Mode | --- |
| Standard Deviation | $110,469 |
| Variance | $12,203,302,462 |
| Skewness | 0.3841 |
| Kurtosis | 3.67 |
| Coeff. of Variability | 0.1631 |
| Minimum | $289,854 |
| Maximum | $1,281,806 |
| Range Width | $991,951 |
| Mean Std. Error | $1,105 |

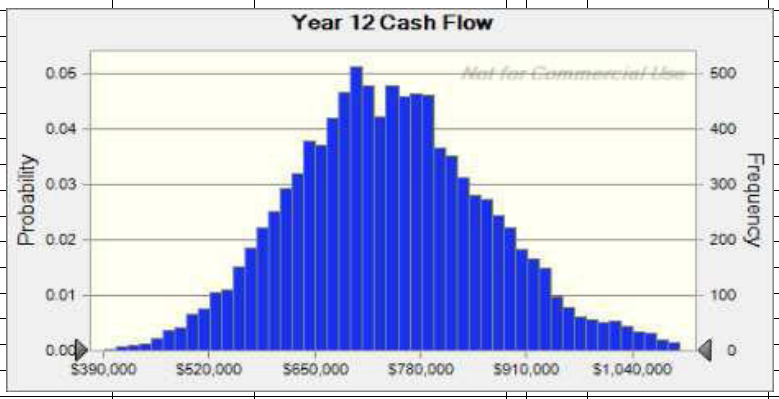
| Forecast: Year 10 Cash Flow (cont'd) | Cell: N47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $289,854 |
| 10% | $542,929 |
| 20% | $587,183 |
| 30% | $618,148 |
| 40% | $644,811 |
| 50% | $671,664 |
| 60% | $698,596 |
| 70% | $729,710 |
| 80% | $763,944 |
| 90% | $816,677 |
| 100% | $1,281,806 |

| Forecast: Year 11 Cash Flow | | | Cell: O47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $319,869 to $1,317,610 | | |
| | Base case is $743,534 | | |
| | After 10,000 trials, the std. error of the mean is $1,180 | | |


| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $725,994 |
| Median | $719,892 |
| Mode | --- |
| Standard Deviation | $118,036 |
| Variance | $13,932,462,140 |
| Skewness | 0.3877 |
| Kurtosis | 3.62 |
| Coeff. of Variability | 0.1626 |
| Minimum | $319,869 |
| Maximum | $1,317,610 |
| Range Width | $997,741 |
| Mean Std. Error | $1,180 |

| Forecast: Year 11 Cash Flow (cont'd) | | Cell: O47 |
|---|---|---|
| Percentiles: | Forecast values | |
| 0% | $319,869 | |
| 10% | $582,657 | |
| 20% | $628,757 | |
| 30% | $662,701 | |
| 40% | $690,562 | |
| 50% | $719,887 | |
| 60% | $748,440 | |
| 70% | $780,612 | |
| 80% | $820,761 | |
| 90% | $876,397 | |
| 100% | $1,317,610 | |

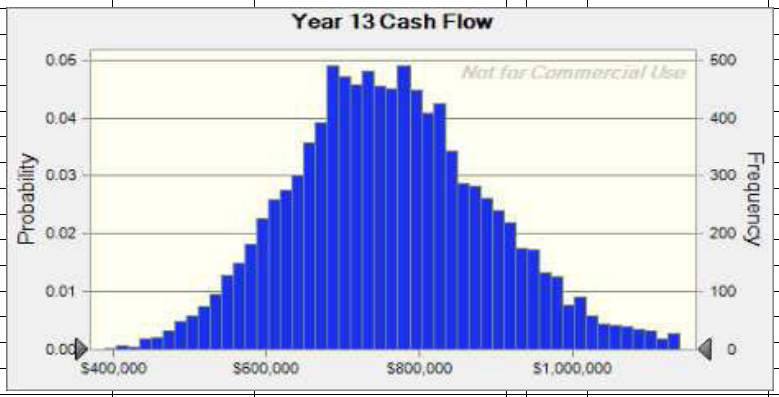
| Forecast: Year 12 Cash Flow | | Cell: P47 |
|---|---|---|
| Summary: | | |
| Entire range is from $305,382 to $1,378,027 | | |
| Base case is $766,792 | | |
| After 10,000 trials, the std. error of the mean is $1,261 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $744,938 |
| Median | $738,920 |
| Mode | --- |
| Standard Deviation | $126,121 |
| Variance | $15,906,608,615 |
| Skewness | 0.4093 |
| Kurtosis | 3.63 |
| Coeff. of Variability | 0.1693 |
| Minimum | $305,382 |
| Maximum | $1,378,027 |
| Range Width | $1,072,646 |
| Mean Std. Error | $1,261 |

| Forecast: Year 12 Cash Flow (cont'd) | Cell: P47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $305,382 |
| 10% | $590,706 |
| 20% | $640,459 |
| 30% | $677,541 |
| 40% | $707,033 |
| 50% | $738,893 |
| 60% | $769,459 |
| 70% | $802,123 |
| 80% | $845,964 |
| 90% | $906,480 |
| 100% | $1,378,027 |

| Forecast: Year 13 Cash Flow | | | Cell: Q47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $316,771 to $1,436,154 | | |
| | Base case is $793,572 | | |
| | After 10,000 trials, the std. error of the mean is $1,341 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $764,255 |
| Median | $756,675 |
| Mode | --- |
| Standard Deviation | $134,068 |
| Variance | $17,974,148,916 |
| Skewness | 0.4100 |
| Kurtosis | 3.55 |
| Coeff. of Variability | 0.1754 |
| Minimum | $316,771 |
| Maximum | $1,436,154 |
| Range Width | $1,119,384 |
| Mean Std. Error | $1,341 |

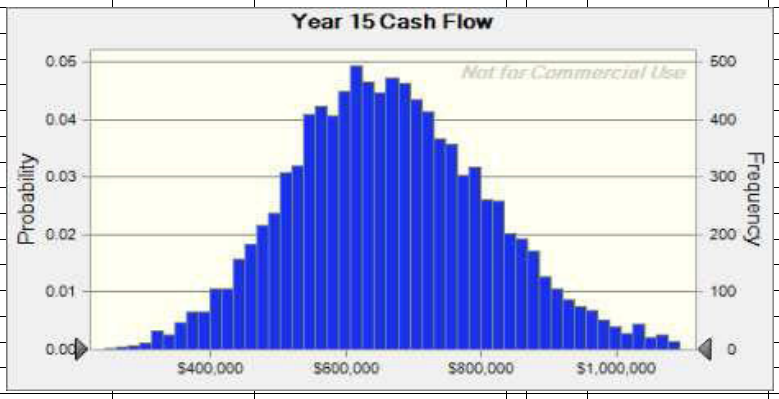
| Forecast: Year 13 Cash Flow (cont'd) | | Cell: Q47 |
|---|---|---|
| Percentiles: | Forecast values | |
| 0% | $316,771 | |
| 10% | $600,072 | |
| 20% | $654,161 | |
| 30% | $691,323 | |
| 40% | $723,942 | |
| 50% | $756,632 | |
| 60% | $789,369 | |
| 70% | $825,396 | |
| 80% | $871,468 | |
| 90% | $937,082 | |
| 100% | $1,436,154 | |

| Forecast: Year 14 Cash Flow | | | Cell: R47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $297,381 to $1,469,389 | | |
| | Base case is $786,837 | | |
| | After 10,000 trials, the std. error of the mean is $1,419 | | |


| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $758,886 |
| Median | $750,777 |
| Mode | --- |
| Standard Deviation | $141,858 |
| Variance | $20,123,608,824 |
| Skewness | 0.4206 |
| Kurtosis | 3.56 |
| Coeff. of Variability | 0.1869 |
| Minimum | $297,381 |
| Maximum | $1,469,389 |
| Range Width | $1,172,008 |
| Mean Std. Error | $1,419 |

| Forecast: Year 14 Cash Flow (cont'd) | Cell: R47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $297,381 |
| 10% | $586,284 |
| 20% | $641,379 |
| 30% | $680,864 |
| 40% | $715,081 |
| 50% | $750,757 |
| 60% | $784,883 |
| 70% | $824,670 |
| 80% | $870,306 |
| 90% | $941,497 |
| 100% | $1,469,389 |

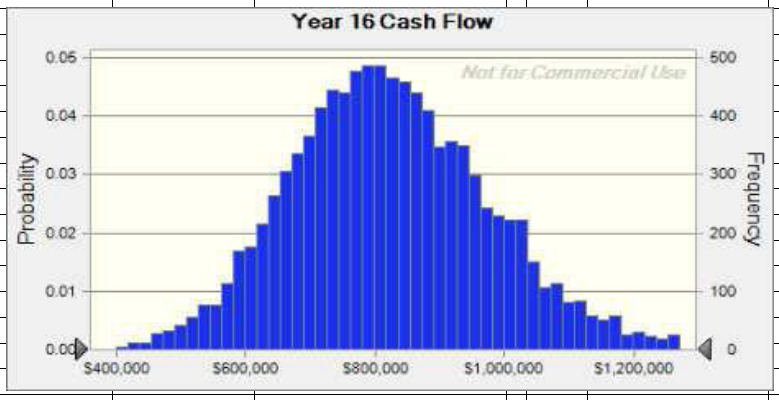
| Forecast: Year 15 Cash Flow | | | Cell: S47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $192,378 to $1,416,194 | | |
| | Base case is $736,065 | | |
| | After 10,000 trials, the std. error of the mean is $1,514 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $668,595 |
| Median | $659,698 |
| Mode | --- |
| Standard Deviation | $151,391 |
| Variance | $22,919,254,318 |
| Skewness | 0.4199 |
| Kurtosis | 3.55 |
| Coeff. of Variability | 0.2264 |
| Minimum | $192,378 |
| Maximum | $1,416,194 |
| Range Width | $1,223,816 |
| Mean Std. Error | $1,514 |

| Forecast: Year 15 Cash Flow (cont'd) | Cell: S47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $192,378 |
| 10% | $483,633 |
| 20% | $542,815 |
| 30% | $585,033 |
| 40% | $622,664 |
| 50% | $659,689 |
| 60% | $696,435 |
| 70% | $738,562 |
| 80% | $790,932 |
| 90% | $861,897 |
| 100% | $1,416,194 |

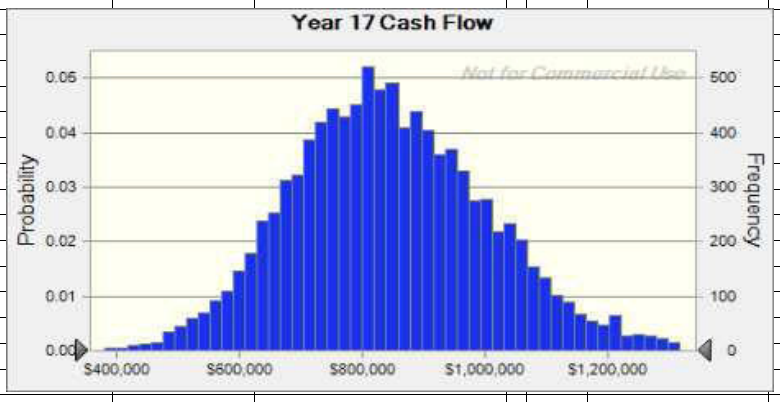
| Forecast: Year 16 Cash Flow | | Cell: T47 |
|---|---|---|
| Summary: | | |
| Entire range is from $324,575 to $1,641,108 | | |
| Base case is $883,439 | | |
| After 10,000 trials, the std. error of the mean is $1,588 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $826,915 |
| Median | $816,340 |
| Mode | --- |
| Standard Deviation | $158,801 |
| Variance | $25,217,880,179 |
| Skewness | 0.4362 |
| Kurtosis | 3.58 |
| Coeff. of Variability | 0.1920 |
| Minimum | $324,575 |
| Maximum | $1,641,108 |
| Range Width | $1,316,532 |
| Mean Std. Error | $1,588 |

| Forecast: Year 16 Cash Flow (cont'd) | Cell: T47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $324,575 |
| 10% | $634,385 |
| 20% | $694,685 |
| 30% | $739,938 |
| 40% | $778,995 |
| 50% | $816,327 |
| 60% | $855,741 |
| 70% | $899,472 |
| 80% | $952,581 |
| 90% | $1,028,721 |
| 100% | $1,641,108 |

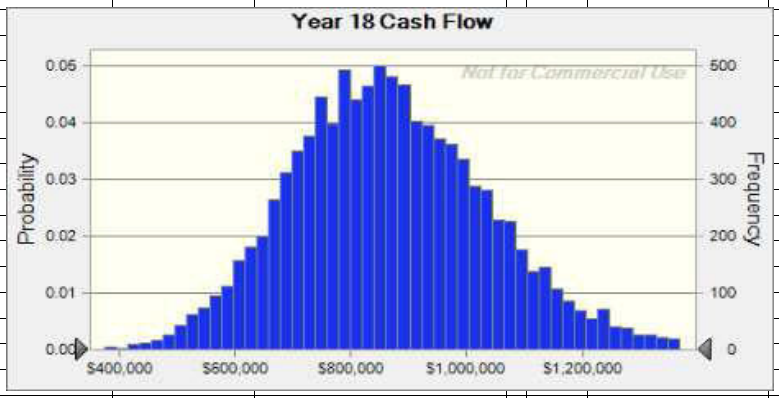
| Forecast: Year 17 Cash Flow | | | | | | | | | | Cell: U47 |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | |
| | Summary: | | | | | | | | | |
| | | Entire range is from $306,157 to $1,685,760 | | | | | | | | |
| | | Base case is $913,784 | | | | | | | | |
| | | After 10,000 trials, the std. error of the mean is $1,677 | | | | | | | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $848,786 |
| Median | $837,244 |
| Mode | --- |
| Standard Deviation | $167,664 |
| Variance | $28,111,122,980 |
| Skewness | 0.4351 |
| Kurtosis | 3.57 |
| Coeff. of Variability | 0.1975 |
| Minimum | $306,157 |
| Maximum | $1,685,760 |
| Range Width | $1,379,603 |
| Mean Std. Error | $1,677 |

| Forecast: Year 17 Cash Flow (cont'd) | Cell: U47 |
|---|---|
| | |
| Percentiles: | Forecast values |
| 0% | $306,157 |
| 10% | $645,708 |
| 20% | $710,148 |
| 30% | $755,097 |
| 40% | $798,451 |
| 50% | $837,172 |
| 60% | $879,510 |
| 70% | $925,595 |
| 80% | $983,435 |
| 90% | $1,063,258 |
| 100% | $1,685,760 |

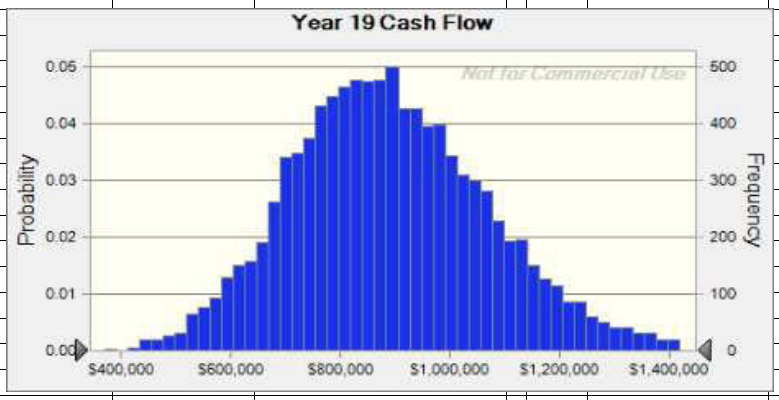
| Forecast: Year 18 Cash Flow | | | Cell: V47 |
|---|---|---|---|
| Summary: | | | |
| | Entire range is from $265,651 to $1,792,735 | | |
| | Base case is $953,071 | | |
| | After 10,000 trials, the std. error of the mean is $1,773 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $871,378 |
| Median | $859,519 |
| Mode | --- |
| Standard Deviation | $177,286 |
| Variance | $31,430,487,243 |
| Skewness | 0.4586 |
| Kurtosis | 3.62 |
| Coeff. of Variability | 0.2035 |
| Minimum | $265,651 |
| Maximum | $1,792,735 |
| Range Width | $1,527,083 |
| Mean Std. Error | $1,773 |

| Forecast: Year 18 Cash Flow (cont'd) | | Cell: V47 |
|---|---|---|
| Percentiles: | Forecast values | |
| 0% | $265,651 | |
| 10% | $658,550 | |
| 20% | $723,255 | |
| 30% | $773,117 | |
| 40% | $817,253 | |
| 50% | $859,506 | |
| 60% | $901,956 | |
| 70% | $952,217 | |
| 80% | $1,012,138 | |
| 90% | $1,096,866 | |
| 100% | $1,792,735 | |

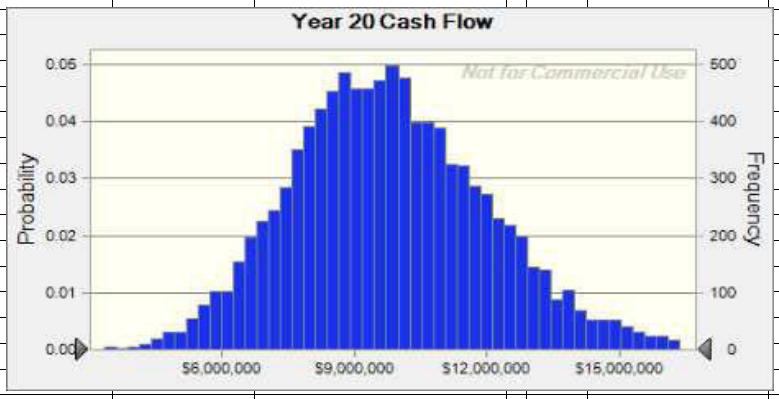
| Forecast: Year 19 Cash Flow | | Cell: W47 |
|---|---|---|
| Summary: | | |
| Entire range is from $147,285 to $1,921,854 | | |
| Base case is $955,708 | | |
| After 10,000 trials, the std. error of the mean is $1,870 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $894,345 |
| Median | $881,374 |
| Mode | --- |
| Standard Deviation | $186,955 |
| Variance | $34,952,022,117 |
| Skewness | 0.4748 |
| Kurtosis | 3.68 |
| Coeff. of Variability | 0.2090 |
| Minimum | $147,285 |
| Maximum | $1,921,854 |
| Range Width | $1,774,569 |
| Mean Std. Error | $1,870 |

| Forecast: Year 19 Cash Flow (cont'd) | Cell: W47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $147,285 |
| 10% | $672,626 |
| 20% | $739,610 |
| 30% | $790,019 |
| 40% | $835,861 |
| 50% | $881,354 |
| 60% | $927,199 |
| 70% | $979,712 |
| 80% | $1,044,026 |
| 90% | $1,135,131 |
| 100% | $1,921,854 |

| Forecast: Year 20 Cash Flow | | Cell: X47 |
|---|---|---|
| Summary: | | |
| Entire range is from $1,098,885 to $22,439,786 | | |
| Base case is $10,852,584 | | |
| After 10,000 trials, the std. error of the mean is $23,244 | | |




| Statistics: | Forecast values |
|---|---|
| Trials | 10,000 |
| Mean | $9,860,081 |
| Median | $9,701,370 |
| Mode | --- |
| Standard Deviation | $2,324,381 |
| Variance | $5,402,747,305,058 |
| Skewness | 0.4878 |
| Kurtosis | 3.66 |
| Coeff. of Variability | 0.2357 |
| Minimum | $1,098,885 |
| Maximum | $22,439,786 |
| Range Width | $21,340,901 |
| Mean Std. Error | $23,244 |

| Forecast: Year 20 Cash Flow (cont'd) | Cell: X47 |
|---|---|
| Percentiles: | Forecast values |
| 0% | $1,098,885 |
| 10% | $7,043,313 |
| 20% | $7,933,037 |
| 30% | $8,556,137 |
| 40% | $9,132,464 |
| 50% | $9,701,253 |
| 60% | $10,245,851 |
| 70% | $10,907,533 |
| 80% | $11,713,685 |
| 90% | $12,832,031 |
| 100% | $22,439,786 |

End of Forecasts

Project Data and Assumptions

| **General** | | |
|---|---|---|
| Project Name | 20 East Fort Avenue Apartments | |
| Address | 20 East Fort Avenue | |
| City | Baltimore | |
| State | Maryland | |
| Property Type | Multi Family | |
| Property Size (Units) | 28 | |

| **Timing** | | |
|---|---|---|
| Base Year Escalation Computations | 1/1/2009 | |
| Analysis Start Date | Jan-2010 | |
| Analysis Duration (yrs) | 20 | |
| Initial Absorption Rate | 8 Units Per Month | |
| Initial Absorption Rate | 0.125 Months Per Unit | |
| Vacancy for New Lease | 0.5 | Lognormal Distribution |
| Rounded Value of Vacancy for New Lease | 1 Months Per Unit | |
| Lease Term | 12 Months | |
| Renewal Probability | 75% | |

**Revenue**

| Item | Value | | Unit of Measurement | CB - Input Factor Utilized for Escalation Distribution |
|---|---|---|---|---|
| Market Rent | $ | 2,000 | per month per unit | Rent Escalation |
| Parking | $ | 150 | per month per space | Rent Escalation |

**Basic Operating Expenses - Data From 2009 NAA Income & Expense Survey**

| Item | Value | | Unit of Measurement | CB - Input Factor Utilized for Escalation Distribution |
|---|---|---|---|---|
| Salaries and Personnel | | 1,344.62 | Per Unit | Labor Escalation |
| Insurance | | 201.75 | Per Unit | Insurance Escalation |
| Taxes | | 871.69 | Per Unit | Case Shiller |
| Utilities | | 628.45 | Per Unit | Utilities Escalation |
| Management Fees | | 4.64% | Percent of EGR | N/A |
| Administrative | | 419.95 | Per Unit | General Inflation |
| Marketing | | 170.54 | Per Unit | Labor Escalation |
| Contract Services | | 450.07 | Per Unit | General Inflation |
| Repair and Maintenance | | 525.20 | Per Unit | Capital Escalation |

| **Tenant Improvements - 2009 Costs** | Value | | Unit of Measurement | CB - Input Factor Utilized for Escalation Distribution |
|---|---|---|---|---|
| Renewal Tenant Preperation | $ | 100.00 | Per Unit | Capital Escalation |
| New Unit Preperation | $ | 200.00 | Per Unit | Capital Escalation |

| **Leasing Commissions** | | | |
|---|---|---|---|
| Renewal Lease | 1% | Percent of Lease Value | N/A |
| New Lease | 3% | Percent of Lease Value | N/A |

| **Capital Expenditures - 2009 Costs** | Value | | Unit of Measurement | Frequency of Occurrence |
|---|---|---|---|---|
| Roof | $ | 86,000.00 | Lump Sum | Every 20 Years |
| HVAC Equipment (No Ductwork) | $ | 50,000.00 | Lump Sum | Every 15 Years |
| Parking Lot | $ | 15,000.00 | Lump Sum | Every 10 Years |
| Unit Upgrade (Carpet, Appliances, Fixtures) | $ | 10,000.00 | Per Unit | Every 7 Years |

| **Misc Losses** | |
|---|---|
| Collection Loss | 0.53% |

| **DCF Variables** | |
|---|---|
| Discount Rate | 12.00% |
| Exit Cap Rate | 9.10% |
| Sales Costs | 3.00% |

**Project Assumptions**

## Development Schedule

| | | |
|---|---|---|
| Development Start Date | 1/1/2010 | |
| **Task** | **Duration - Months** | **Edate Computation** |
| Design and Permitting | | |
| 90% Design | 6 | 7/1/2010 |
| Building Permit - 1st Review | 4 | 11/1/2010 |
| Adddress Permit Comments | 1 | 12/1/2010 |
| Procure Final Permit Approval | 2 | 2/1/2011 |
| Subtotal | 13 | |
| Construction Phase | | |
| Site Demolition | 1 | 3/1/2011 |
| Foundations/Utilities | 2 | 5/1/2011 |
| Superstructure | 2 | 7/1/2011 |
| MEP/Skin | 3 | 10/1/2011 |
| Finishes | 3 | 1/1/2012 |
| Punch Out | 1 | 2/1/2012 |
| Use and Occupancy Permit | 1 | 3/1/2012 |
| Subtotal | 13 | |
| Total Development Schedule | 26 | |
| **BUILDING READY FOR OCCUPANCY** | | **3/1/2012** |

## Construction Cost Worksheet

5-Story Building Option
Construction Cost Derivation

| 20. E. Fort Ave. Area Computation | Square Feet |
|---|---|
| Garage | 10,500 |
| Floor 1 | 7,500 |
| Floor 2 | 7,500 |
| Floor 3 | 7,500 |
| Floor 4 | 7,500 |
| **TOTAL** | **40,500** |

**Source One - Project X Construction Bid**

Anonymous Project Size 76,000 sf
20 E. Fort Ave. Project Size 40,500 sf
20 E. Fort Ave. Project Cost = Adjusted Project A Cost Per SF x 40,500 SF
Project X - Irregularly Shaped and Complex To Construct
Assume Cost Reduction for No Retail Space
and for Rectuangual Consrtruction of 20 E.
Fort. Ave. 30% Reduction

| Item | Project A Total Bid | Price Adjustment to Match 20 E. Fort Ave. Features | Adjusted Project A Cost Per SF | 20 E. Fort Ave. Project Cost |
|---|---|---|---|---|
| Concrete | 581,966 | 581,966 | 5.36 | 217,089 |
| Masonry | 878,737 | 87,874 | 0.81 | 32,779 |
| Metals | 135,384 | 135,384 | 1.25 | 50,502 |
| Rough Carpentry | 615,964 | 615,964 | 5.67 | 229,771 |
| Finish Carpentry | 126,214 | 126,214 | 1.16 | 47,081 |
| Waterproofing | 72,593 | 72,593 | 0.67 | 27,079 |
| Insulation | 26,860 | 26,860 | 0.25 | 10,019 |
| Roofing | 161,583 | 161,583 | 1.49 | 60,275 |
| Sheet Metal | 3,920 | 3,920 | 0.04 | 1,462 |
| Doors | 130,334 | 130,334 | 1.20 | 48,618 |
| Windows | 52,192 | 52,192 | 0.48 | 19,469 |
| Glass | 59,940 | 59,940 | 0.55 | 22,359 |
| Drywall | 688,582 | 688,582 | 6.34 | 256,859 |
| Tile Work | 48,538 | 48,538 | 0.45 | 18,106 |
| Resilient Flooring | 180,457 | 180,457 | 1.66 | 67,315 |
| Painting and Decorating | 157,152 | 157,152 | 1.45 | 58,622 |
| Specialties | 56,348 | 56,348 | 0.52 | 21,019 |
| Special Equipment | 19,910 | 19,910 | 0.18 | 7,427 |
| Cabinets | 222,944 | 222,944 | 2.05 | 83,164 |
| Appliances | 142,058 | 142,058 | 1.31 | 52,991 |
| Blinds and Shades, Artwork | 21,899 | 21,899 | 0.20 | 8,169 |
| Carpets | 27,341 | 27,341 | 0.25 | 10,199 |
| Special Construction | 211296 | 211,296 | 1.95 | 78,819 |
| Elevators | 112,613 | 112,613 | 1.04 | 42,008 |
| Plumbing and Hot Water | 442,099 | 442,099 | 4.07 | 164,915 |
| Heat and Ventilation | 394,939 | 394,939 | 3.64 | 147,323 |
| Electrical | 921,385 | 921,385 | 8.49 | 343,701 |
| General Requirements | 432,973 | 432,973 | 3.99 | 161,510 |
| Builder's Overhead | 152,769 | 152,769 | 1.41 | 56,987 |
| Builder's Profit | 320,451 | 320,451 | 2.95 | 119,537 |

**Source 2 - 20 E. Fort Ave. Condominium Preconstruction Contractor 2006 Budget Pricing**

| Item | 2006 Cost | 2009 Cost (7.7% Inflation - BLS) |
|---|---|---|
| Bond | 43,000 | 46,440 |
| Materials Lift | 20,000 | 21,600 |
| Storm Water Structure | 50,000 | 54,000 |
| Fire Pump & Controllers | 45,000 | 48,600 |
| Demolish existing structure (no hazmats) | 66,250 | 71,550 |
| Excavation/Utilities | 75,000 | 81,000 |
| Sidewalks and Entrances | 19,500 | 21,060 |
| Landscaping | 5,000 | 5,400 |

| Construction Cost Estimate Used For This Analysis | |
|---|---|
| **Item** | **Cost** |
| Bond | 46,440 |
| Materials Lift | 21,600 |
| Storm Water Structure | 54,000 |
| Fire Pump & Controllers | 48,600 |
| Demolish existing structure (no hazmats) | 71,550 |
| Excavation/Utilities | 81,000 |
| Sidewalks and Entrances | 21,060 |
| Landscaping | 5,400 |
| Concrete | 217,089 |
| Masonry | 32,779 |
| Metals | 50,502 |
| Rough Carpentry | 229,771 |
| Finish Carpentry | 47,081 |
| Waterproofing | 27,079 |
| Insulation | 10,019 |
| Roofing | 60,275 |
| Sheet Metal | 1,462 |
| Doors | 48,618 |
| Windows | 19,469 |
| Glass | 22,359 |
| Drywall | 256,859 |
| Tile Work | 18,106 |
| Resilient Flooring | 67,315 |
| Painting and Decorating | 58,622 |
| Specialties | 21,019 |
| Special Equipment | 7,427 |
| Cabinets | 83,164 |
| Appliances | 52,991 |
| Blinds and Shades, Artwork | 8,169 |
| Carpets | 10,199 |
| Special Construction | 78,819 |
| Elevators | 42,008 |
| Plumbing and Hot Water | 164,915 |
| Heat and Ventilation | 147,323 |
| Electrical | 343,701 |
| General Requirements | 161,510 |
| Builder's Overhead | 56,987 |
| Builder's Profit | 119,537 |
| **Total** | **2,814,824** |

## Development Budget

Project Size 40,500 SF

**Development Costs**

| Category | Item | SF Cost | Cost | % Cost Expended 2010 | % Cost Expended 2011 | % Cost Expended 2012 | Cost 2010 | Cost 2011 | Cost 2012 |
|---|---|---|---|---|---|---|---|---|---|
| Acquisition | | | | | | | | | |
| | Property Purchase | N/A | 1,400,000 | | | | | | |
| | Acquisition Cost Total | | 1,400,000 | 100% | 0% | 0% | 1,400,000 | - | - |
| Soft Costs | | | | | | | | | |
| A&E and Testing | | | | | | | | | |
| | A&E (through concept) | $0.56 | 22,680 | | | | | | |
| | A&E | $7.00 | 283,500 | | | | | | |
| | Civil | $2.00 | 81,000 | | | | | | |
| | Geotechnical Studies | $0.08 | 3,240 | | | | | | |
| | Landscape Arch. | $0.15 | 6,075 | | | | | | |
| | Prints and Copies | $0.15 | 6,075 | | | | | | |
| | Model Furniture Staff and Community Relations | $0.10 | 4,050 | | | | | | |
| | A&E Costs Total | | 406,620 | 75% | 20% | 5% | 304,965 | 81,324 | 20,331 |
| Other Professional Fees | | | | | | | | | |
| | Appraisals - land loans | $0.11 | 4,455 | | | | | | |
| | Marketing and Advertising | $0.43 | 17,415 | | | | | | |
| | Lender Third Party Costs (appraisal, Env., Market Studies, Cost Review, etc.) | $0.24 | 9,720 | | | | | | |
| | Borrower Legal | $0.75 | 30,375 | | | | | | |
| | Development Consultant/PM | $2.50 | 101,250 | | | | | | |
| | Bookkeeping/Accounting | $0.10 | 4,050 | | | | | | |
| | Professional Fees Total | | 167,265 | 20% | 30% | 50% | 33,453 | 50,180 | 83,633 |
| Other Financing/Soft Costs | | | | | | | | | |
| | Construction Loan Fee | $0.98 | 39,690 | | | | | | |
| | Financing Fee | $0.63 | 25,515 | | | | | | |
| | Loan application | $0.40 | 16,200 | | | | | | |
| | Interest, Insurance RE Taxes & Other Carry | Direct Input | 150,000 | | | | | | |
| | Other Soft Costs Total | | 231,405 | 15% | 65% | 20% | 34,711 | 150,413 | 46,281 |
| Off-site & Other Costs | | | | | | | | | |
| | BGE/Verizon/Cable/Other Utilities' Fees | $0.85 | 34,425 | | | | | | |
| | Traffic Mitigation | $0.35 | 14,175 | | | | | | |
| | County Impact fees Permits and Inspections | $0.86 | 34,830 | | | | | | |
| | Developers Public Works | $0.10 | 4,050 | | | | | | |
| | Off Site & Other Subtotal | | 87,480 | 15% | 55% | 30% | 13,122 | 48,114 | 26,244 |
| Building Construction | | | | | | | | | |
| | Consruction Cost | | 2,814,824 | | | | | | |
| | Construction Cost Total | | 2,814,824 | 0% | 50% | 50% | - | 1,407,412 | 1,407,412 |
| Contingencies | | | | | | | | | |
| | Hard Cost Contingency | $3.89 | 140,741 | | | | | | |
| | Soft Cost Contingency | $1.43 | 57,915 | | | | | | |
| | Total Contingencies | | 198,656 | 0% | 10% | 90% | - | 19,866 | 178,791 |
| Development Fee | | | | | | | | | |
| | Development Fee | $1.95 | 78,975 | | | | | | |
| | Development Reimbursables | $0.06 | 2,430 | | | | | | |
| | Total Development Fee | | 81,405 | 25% | 25% | 50% | 20,351 | 20,351 | 40,703 |
| **TOTAL** | | | **5,387,655** | | | | **1,806,602** | **1,777,659** | **1,803,393** |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **PRO-FORMA CASH FLOWS - 20 YEAR DCF + Development Period** | | | | | | | | | | | | | | |
| | Analysis Year (Stabilized Only) | | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| | Calendar Year | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | |
| | Total Development Cost = | $ 1,806,602 | $ 1,777,659 | $ 1,803,393 | | | | | | | | | | |
| REVENUES | | | | | | | | | | | | | | |
| | Rental Revenues | | | $ 476,536 | $ 704,586 | $ 729,835 | $ 746,544 | $ 780,663 | $ 796,260 | $ 804,043 | $ 835,300 | $ 854,084 | $ 890,186 | |
| | Other Revenues | | | $ 32,454 | $ 52,173 | $ 54,720 | $ 55,972 | $ 58,531 | $ 59,699 | $ 60,281 | $ 62,623 | $ 64,032 | $ 66,741 | |
| | **Gross Potential Revenue =** | | | **$ 508,990** | **$ 756,759** | **$ 784,555** | **$ 802,516** | **$ 839,194** | **$ 855,959** | **$ 864,323** | **$ 897,923** | **$ 918,117** | **$ 956,927** | |
| | Collection Loss | | | 2,683 | 3,989 | 4,135 | 4,230 | 4,423 | 4,511 | 4,555 | 4,733 | 4,839 | 5,044 | |
| | Effective Gross Income = | | | $ 511,672 | $ 760,748 | $ 788,690 | $ 806,746 | $ 843,617 | $ 860,470 | $ 868,879 | $ 902,656 | $ 922,955 | $ 961,971 | |
| EXPENSES | | | | | | | | | | | | | | |
| | Salaries and Personnel | | | $ 41,140 | $ 42,375 | $ 43,646 | $ 44,955 | $ 46,304 | $ 47,693 | $ 49,124 | $ 50,598 | $ 52,116 | $ 53,679 | |
| | Insurance | | | $ 6,989 | $ 7,444 | $ 7,591 | $ 7,773 | $ 7,637 | $ 7,746 | $ 8,047 | $ 8,041 | $ 7,917 | $ 7,787 | |
| | Taxes | | | $ 25,971 | $ 26,801 | $ 27,900 | $ 27,964 | $ 28,712 | $ 29,491 | $ 30,319 | $ 31,537 | $ 32,961 | $ 33,029 | |
| | Utilities | | | $ 21,275 | $ 21,146 | $ 21,130 | $ 19,244 | $ 18,272 | $ 21,505 | $ 24,592 | $ 26,164 | $ 29,023 | $ 28,035 | |
| | Management Fees | | | $ 23,738 | $ 35,293 | $ 36,589 | $ 37,427 | $ 39,138 | $ 39,920 | $ 40,310 | $ 41,877 | $ 42,818 | $ 44,628 | |
| | Administrative | | | $ 11,313 | $ 10,927 | $ 12,546 | $ 12,452 | $ 12,382 | $ 12,407 | $ 12,043 | $ 12,806 | $ 12,312 | $ 12,401 | |
| | Marketing | | | $ 5,218 | $ 5,374 | $ 5,536 | $ 5,702 | $ 5,873 | $ 6,049 | $ 6,230 | $ 6,417 | $ 6,610 | $ 6,808 | |
| | Contract Services | | | $ 12,694 | $ 12,563 | $ 12,532 | $ 12,551 | $ 12,604 | $ 12,665 | $ 12,772 | $ 12,838 | $ 12,999 | $ 12,949 | |
| | Repair and Maintenance | | | $ 15,869 | $ 16,586 | $ 16,975 | $ 16,974 | $ 16,781 | $ 15,819 | $ 17,670 | $ 15,873 | $ 16,643 | $ 16,648 | |
| | Leasing Commissions | | | $ 20,194 | $ 11,615 | $ 10,851 | $ 12,323 | $ 9,741 | $ 11,857 | $ 15,970 | $ 14,514 | $ 16,279 | $ 14,029 | |
| | Unit Preparation | | | $ 5,592 | $ 3,782 | $ 3,915 | $ 4,400 | $ 3,844 | $ 4,361 | $ 5,453 | $ 5,383 | $ 5,620 | $ 4,983 | |
| | Total Expenses | | | $ 189,993 | $ 193,908 | $ 199,210 | $ 201,764 | $ 201,287 | $ 209,513 | $ 222,530 | $ 226,048 | $ 235,297 | $ 234,976 | |
| | **Net Operating Income (NOI) =** | | | **$ 321,679** | **$ 566,840** | **$ 589,480** | **$ 604,981** | **$ 642,330** | **$ 650,957** | **$ 646,349** | **$ 676,608** | **$ 687,658** | **$ 726,994** | |
| CAPITAL COSTS | | | | | | | | | | | | | | |
| | Roof (Every 20 -Yr) | | | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | |
| | HVAC (Every 15-Yr) | | | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | |
| | Parking Lot (Every 10-Year) | | | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ 29,653 | |
| | Unit Upgrade (Every 7-year) | | | $ - | $ - | $ - | $ - | $ - | $ - | $ 15,513 | $ - | $ - | $ - | |
| | Cash Flow After Cap. Ex. | | | $ 321,679 | $ 566,840 | $ 589,480 | $ 604,981 | $ 642,330 | $ 650,957 | $ 630,836 | $ 676,608 | $ 687,658 | $ 697,341 | |
| | Year 21 NOI Reversion | | | | | | | | | | | | | |
| | Cost of Sale | | | | | | | | | | | | | |
| | Cash Flow After Reversion | $ - | $ - | $ 321,679 | $ 566,840 | $ 589,480 | $ 604,981 | $ 642,330 | $ 650,957 | $ 630,836 | $ 676,608 | $ 687,658 | $ 697,341 | |
| | Total Project Cash Flow | $ (1,806,602) | $ (1,777,659) | $ (1,481,714) | $ 566,840 | $ 589,480 | $ 604,981 | $ 642,330 | $ 650,957 | $ 630,836 | $ 676,608 | $ 687,658 | $ 697,341 | |
| | NPV Total Project | $304,834.86 | | | | | | | | | | | | |

| | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **PRO-FORMA CASH FLOWS - 20 YEAR DCF + Development Period** | | | | | | | | | | | | | |
| | Analysis Year (Stabilized Only) | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | |
| | Calendar Year | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | |
| | Total Development Cost = | | | | | | | | | | | | |
| REVENUES | | | | | | | | | | | | | |
| | Rental Revenues | $ 913,054 | $ 943,077 | $ 970,725 | $ 989,555 | $ 1,038,136 | $ 1,061,901 | $ 1,096,655 | $ 1,136,455 | $ 1,157,734 | $ 1,180,184 | $ 1,227,879 | |
| | Other Revenues | $ 68,479 | $ 70,708 | $ 72,782 | $ 74,195 | $ 77,836 | $ 79,630 | $ 82,237 | $ 85,206 | $ 86,817 | $ 88,501 | $ 92,060 | |
| | **Gross Potential Revenue =** | **$ 981,533** | **$ 1,013,785** | **$ 1,043,507** | **$ 1,063,750** | **$ 1,115,972** | **$ 1,141,531** | **$ 1,178,892** | **$ 1,221,661** | **$ 1,244,551** | **$ 1,268,684** | **$ 1,319,939** | |
| | Collection Loss | 5,173 | 5,343 | 5,500 | 5,607 | 5,882 | 6,016 | 6,213 | 6,439 | 6,559 | 6,687 | 6,957 | |
| | Effective Gross Income = | $ 986,706 | $ 1,019,128 | $ 1,049,007 | $ 1,069,357 | $ 1,121,854 | $ 1,147,548 | $ 1,185,105 | $ 1,228,099 | $ 1,251,110 | $ 1,275,371 | $ 1,326,896 | |
| EXPENSES | | | | | | | | | | | | | |
| | Salaries and Personnel | $ 55,289 | $ 56,948 | $ 58,656 | $ 60,416 | $ 62,229 | $ 64,096 | $ 66,018 | $ 67,999 | $ 70,039 | $ 72,140 | $ 74,304 | |
| | Insurance | $ 7,872 | $ 8,061 | $ 7,680 | $ 7,583 | $ 7,668 | $ 7,510 | $ 7,549 | $ 7,987 | $ 8,134 | $ 8,730 | $ 9,453 | |
| | Taxes | $ 34,118 | $ 34,829 | $ 35,724 | $ 36,705 | $ 36,403 | $ 35,573 | $ 36,393 | $ 37,437 | $ 38,069 | $ 38,952 | $ 39,765 | |
| | Utilities | $ 29,955 | $ 31,391 | $ 30,306 | $ 24,770 | $ 26,177 | $ 23,047 | $ 23,394 | $ 24,530 | $ 27,749 | $ 28,771 | $ 28,391 | |
| | Management Fees | $ 45,776 | $ 47,280 | $ 48,666 | $ 49,610 | $ 52,046 | $ 53,238 | $ 54,980 | $ 56,975 | $ 58,042 | $ 59,168 | $ 61,558 | |
| | Administrative | $ 13,775 | $ 16,451 | $ 16,039 | $ 15,931 | $ 15,990 | $ 16,358 | $ 18,278 | $ 18,923 | $ 20,448 | $ 22,540 | $ 21,804 | |
| | Marketing | $ 7,012 | $ 7,223 | $ 7,439 | $ 7,662 | $ 7,892 | $ 8,129 | $ 8,373 | $ 8,624 | $ 8,883 | $ 9,149 | $ 9,424 | |
| | Contract Services | $ 13,078 | $ 13,033 | $ 12,978 | $ 13,015 | $ 13,050 | $ 13,138 | $ 13,194 | $ 13,215 | $ 13,203 | $ 13,245 | $ 13,190 | |
| | Repair and Maintenance | $ 15,820 | $ 16,962 | $ 17,340 | $ 19,618 | $ 21,097 | $ 21,171 | $ 21,576 | $ 22,513 | $ 23,626 | $ 23,727 | $ 26,100 | |
| | Leasing Commissions | $ 15,155 | $ 14,884 | $ 15,330 | $ 18,101 | $ 13,884 | $ 15,935 | $ 15,571 | $ 11,704 | $ 20,091 | $ 20,234 | $ 18,946 | |
| | Unit Preparation | $ 5,321 | $ 5,274 | $ 5,275 | $ 5,725 | $ 5,293 | $ 5,914 | $ 5,994 | $ 5,122 | $ 7,117 | $ 6,935 | $ 6,951 | |
| | Total Expenses | $ 243,172 | $ 252,336 | $ 255,435 | $ 259,138 | $ 261,730 | $ 264,109 | $ 271,321 | $ 275,028 | $ 295,402 | $ 303,592 | $ 309,889 | |
| | **Net Operating Income (NOI) =** | **$ 743,534** | **$ 766,792** | **$ 793,572** | **$ 810,219** | **$ 860,124** | **$ 883,439** | **$ 913,784** | **$ 953,071** | **$ 955,708** | **$ 971,778** | **$ 1,017,007** | |
| CAPITAL COSTS | | | | | | | | | | | | | |
| | Roof (Every 20-Yr) | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ 255,045 | $ - | |
| | HVAC (Every 15-Yr) | $ - | $ - | $ - | $ - | $ 124,059 | $ - | $ - | $ - | $ - | $ - | $ - | |
| | Parking Lot (Every 10-Year) | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ 44,485 | $ - | |
| | Unit Upgrade (Every 7-year) | $ - | $ - | $ - | $ 23,383 | $ - | $ - | $ - | $ - | $ - | $ - | $ 31,464 | |
| | Cash Flow After Cap. Ex. | $ 743,534 | $ 766,792 | $ 793,572 | $ 786,837 | $ 736,065 | $ 883,439 | $ 913,784 | $ 953,071 | $ 955,708 | $ 672,249 | $ 985,543 | |
| | Year 21 NOI Reversion | | | | | | | | | | $ 10,830,143 | | |
| | Cost of Sale | | | | | | | | | | $ (324,904) | | |
| | Cash Flow After Reversion | $ 743,534 | $ 766,792 | $ 793,572 | $ 786,837 | $ 736,065 | $ 883,439 | $ 913,784 | $ 953,071 | $ 955,708 | $ 11,177,488 | | |
| | Total Project Cash Flow | $ 743,534 | $ 766,792 | $ 793,572 | $ 786,837 | $ 736,065 | $ 883,439 | $ 913,784 | $ 953,071 | $ 955,708 | $ 10,852,584 | | |
| | NPV Total Project | | | | | | | | | | | | |

**Unit Leasing Projections:**

| Cycle | Commencement - | Term | Ending Period | Renew? | Pre-Leasing Rental Loss | Down Time |
|---|---|---|---|---|---|---|
| 1 | 1 | 12 | 12 | 0 | 1 | 1 |
| 2 | 14 | 12 | 25 | 0 | 1 | 1 |
| 3 | 27 | 12 | 38 | 0 | 1 | 1 |
| 4 | 40 | 12 | 51 | 0 | 1 | 1 |
| 5 | 53 | 12 | 64 | 0 | 1 | 1 |
| 6 | 66 | 12 | 77 | 0 | 1 | 1 |
| 7 | 79 | 12 | 90 | 0 | 1 | 1 |
| 8 | 92 | 12 | 103 | 0 | 1 | 1 |
| 9 | 105 | 12 | 116 | 0 | 1 | 1 |
| 10 | 118 | 12 | 129 | 0 | 1 | 1 |
| 11 | 131 | 12 | 142 | 0 | 1 | 1 |
| 12 | 144 | 12 | 155 | 0 | 1 | 1 |
| 13 | 157 | 12 | 168 | 0 | 1 | 1 |
| 14 | 170 | 12 | 181 | 1 | 1 | 1 |
| 15 | 182 | 12 | 193 | 1 | 0 | 1 |
| 16 | 194 | 12 | 205 | 0 | 0 | 1 |
| 17 | 207 | 12 | 218 | 1 | 1 | 1 |
| 18 | 219 | 12 | 230 | 1 | 0 | 1 |
| 19 | 231 | 12 | 242 | 0 | 0 | 1 |
| 20 | 244 | 12 | 252 | 1 | 1 | 1 |
| 21 | 252 | 12 | 252 | 1 | 0 | 1 |

**Annual Unit Based Cash Flow Totals (Total of Monthly Computation)**

| | Rent | Parking | LC | Unit Prep |
|---|---|---|---|---|
| **Year 1** | 21,855 | - | 262 | 108 |
| **Year 2** | 24,630 | 1,519 | 810 | 216 |
| **Year 3** | 25,301 | 1,898 | 835 | 237 |
| **Year 4** | 25,991 | 1,949 | 860 | 251 |
| **Year 5** | 26,699 | 2,002 | 886 | 256 |
| **Year 6** | 27,426 | 2,057 | 912 | 264 |
| **Year 7** | 28,173 | 2,113 | 939 | 280 |
| **Year 8** | 28,940 | 2,170 | 968 | 299 |
| **Year 9** | 29,727 | 2,229 | 997 | 296 |
| **Year 10** | 30,536 | 2,290 | 1,027 | 293 |
| **Year 11** | 31,367 | 2,352 | - | - |
| **Year 12** | 36,302 | 2,723 | 1,089 | 310 |
| **Year 13** | 34,275 | 2,571 | 1,122 | 310 |
| **Year 14** | 35,210 | 2,641 | 1,155 | 309 |
| **Year 15** | 36,170 | 2,713 | 1,190 | 341 |
| **Year 16** | 40,561 | 3,042 | 409 | 179 |
| **Year 17** | 41,778 | 3,133 | 421 | 187 |
| **Year 18** | 39,419 | 2,956 | 1,300 | 394 |
| **Year 19** | 44,214 | 3,316 | 446 | 198 |
| **Year 20** | 45,540 | 3,416 | 460 | 198 |
| **Year 21** | 42,959 | 3,222 | 1,421 | 421 |

**UNIT CALCULATIONS**

| | | Start Period | Term (mon) | End Date | End Period |
|---|---|---|---|---|---|
| Unit Number | 1 | | | | |
| Analysis Start Date | Mar-2012 | | | | |
| Months to Absorb Unit | 0 | | | | |
| Start Date----> | Mar-2012 | 1 | 12 | Feb-2013 | 12 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2012 | 2012 | 2012 | 2012 | 2012 | 2012 | 2012 | 2012 | 2012 | 2012 | 2013 | 2013 | 2013 | 2013 | 2013 | 2013 | 2013 | 2013 | 2013 |
| | Month | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| | Analysis Period | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| Leasing: | Lease Cycle | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 |
| | Lease Begins Period | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 14 | 14 | 14 | 14 | 14 | 14 |
| | Lease Ends Period | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 25 | 25 | 25 | 25 | 25 | 25 |
| | Lease Month Index | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 |
| | Status | Renewal | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% |
| Rental Rates: | Market | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2185.45 | 2251.01 | 2251.01 | 2251.01 | 2251.01 | 2251.01 | 2251.01 | 2251.01 | 2251.01 | 2251.01 |
| | Contract | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | 2,185.45 | - | 2,251.01 | 2,251.01 | 2,251.01 | 2,251.01 | 2,251.01 | 2,251.01 |
| **Rental Revenue =** | | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ 2,185** | **$ -** | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ 2,251** |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 163.91 | 163.91 | 163.91 | 163.91 | 163.91 | 163.91 | 163.91 | 163.91 | 163.91 | 163.91 | 168.83 | 168.83 | 168.83 | 168.83 | 168.83 | 168.83 | 168.83 | 168.83 | 168.83 |
| **Parking Revenue =** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 169** | **$ 169** | **$ 169** | **$ 169** | **$ 169** | **$ 169** |
| **Leasing Commissions:** | | **$ 262** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 810** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |
| **Unit Preparations** | | **$ 108** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 216** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |





**UNIT CALCULATIONS**

| | | |
|---|---|---|
| Unit Number | 1 | |
| Analysis Start Date | Mar-2012 | |
| Months to Absorb Unit | 0 | |
| Start Date----> | Mar-2012 | |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2014 | 2015 | 2015 | 2015 |
| | Month | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| | Analysis Period | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 |
| Leasing: | Lease Cycle | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| | Lease Begins Period | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 27 | 27 | 27 | 27 | 27 | 27 | 27 | 27 | 27 | 27 | 27 |
| | Lease Ends Period | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 38 | 38 | 38 | 38 | 38 | 38 | 38 | 38 | 38 | 38 | 38 |
| | Lease Month Index | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| | Status | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% |
| Rental Rates: | Market | 2251.01 | 2251.01 | 2251.01 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2318.54 | 2388.10 | 2388.10 | 2388.10 |
| | Contract | 2,251.01 | 2,251.01 | 2,251.01 | 2,251.01 | 2,251.01 | 2,251.01 | - | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 | 2,318.54 |
| **Rental Revenue =** | | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ 2,251** | **$ -** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** | **$ 2,319** |
| | | | | | | | $ 25,436 | | | | | | | | | | | | | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 168.83 | 168.83 | 168.83 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 173.89 | 179.11 | 179.11 | 179.11 |
| **Parking Revenue =** | | **$ 169** | **$ 169** | **$ 169** | **$ 169** | **$ 169** | **$ 169** | **$ -** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** | **$ 174** |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 835** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 237** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |

**UNIT CALCULATIONS**

| | | |
|---|---|---|
| Unit Number | | 1 |
| Analysis Start Date | Mar-2012 | |
| Months to Absorb Unit | | 0 |
| Start Date---> | Mar-2012 | |

| RENTAL REVENUES | | Year | 2015 | 2015 | 2015 | 2015 | 2015 | 2015 | 2015 | 2015 | 2015 | 2016 | 2016 | 2016 | 2016 | 2016 | 2016 | 2016 | 2016 | 2016 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Month | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| | | Analysis Period | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 |
| Leasing: | | Lease Cycle | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| | | Lease Begins Period | 27 | 27 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 40 | 53 | 53 | 53 |
| | | Lease Ends Period | 38 | 38 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 51 | 64 | 64 | 64 |
| | | Lease Month Index | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 |
| | | Status | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased |
| | | # Units Leased | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 |
| | | Monthly Property Portion Leased | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% |
| Rental Rates: | | Market | 2388.10 | 2388.10 | 2388.10 | 2388.10 | 2388.10 | 2388.10 | 2388.10 | 2388.10 | 2388.10 | 2459.74 | 2459.74 | 2459.74 | 2459.74 | 2459.74 | 2459.74 | 2459.74 | 2459.74 | 2459.74 |
| | | Contract | 2,318.54 | - | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | 2,388.10 | - | 2,459.74 | 2,459.74 | 2,459.74 |
| **Rental Revenue =** | | | **$ 2,319** | **$ -** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ 2,388** | **$ -** | **$ 2,460** | **$ 2,460** | **$ 2,460** |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | | Market | 179.11 | 179.11 | 179.11 | 179.11 | 179.11 | 179.11 | 179.11 | 179.11 | 179.11 | 184.48 | 184.48 | 184.48 | 184.48 | 184.48 | 184.48 | 184.48 | 184.48 | 184.48 |
| **Parking Revenue =** | | | **$ 174** | **$ -** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ 179** | **$ -** | **$ 184** | **$ 184** | **$ 184** |
| **Leasing Commissions:** | | | **$ -** | **$ -** | **$ 860** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 886** | **$ -** | **$ -** |
| **Unit Preparations** | | | **$ -** | **$ -** | **$ 251** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 256** | **$ -** | **$ -** |

**UNIT CALCULATIONS**

| | | |
|---|---|---|
| Unit Number | | 1 |
| Analysis Start Date | Mar-2012 | |
| Months to Absorb Unit | | 0 |
| Start Date---> | Mar-2012 | |

| RENTAL REVENUES | | Year | 2016 | 2016 | 2016 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2017 | 2018 | 2018 | 2018 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Month | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| | | Analysis Period | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 |
| Leasing: | | Lease Cycle | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 |
| | | Lease Begins Period | 53 | 53 | 53 | 53 | 53 | 53 | 53 | 53 | 53 | 53 | 66 | 66 | 66 | 66 | 66 | 66 | 66 | 66 |
| | | Lease Ends Period | 64 | 64 | 64 | 64 | 64 | 64 | 64 | 64 | 64 | 64 | 77 | 77 | 77 | 77 | 77 | 77 | 77 | 77 |
| | | Lease Month Index | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| | | Status | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased |
| | | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| | | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% |
| Rental Rates: | | Market | 2459.74 | 2459.74 | 2459.74 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2533.53 | 2609.54 | 2609.54 | 2609.54 |
| | | Contract | 2,459.74 | 2,459.74 | 2,459.74 | 2,459.74 | 2,459.74 | 2,459.74 | 2,459.74 | 2,459.74 | 2,459.74 | - | 2,533.53 | 2,533.53 | 2,533.53 | 2,533.53 | 2,533.53 | 2,533.53 | 2,533.53 | 2,533.53 |
| **Rental Revenue =** | | | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ 2,460** | **$ -** | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ 2,534** |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | | Market | 184.48 | 184.48 | 184.48 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 190.01 | 195.71 | 195.71 | 195.71 |
| **Parking Revenue =** | | | **$ 184** | **$ 184** | **$ 184** | **$ 184** | **$ 184** | **$ 184** | **$ 184** | **$ 184** | **$ 184** | **$ -** | **$ 190** | **$ 190** | **$ 190** | **$ 190** | **$ 190** | **$ 190** | **$ 190** | **$ 190** |
| **Leasing Commissions:** | | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 912** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |
| **Unit Preparations** | | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 264** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |

**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 |
| | Month | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | |
| | Analysis Period | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | |
| Leasing: | Lease Cycle | 6 | 6 | 6 | 6 | 6 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | |
| | Lease Begins Period | 66 | 66 | 66 | 66 | 66 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | 79 | |
| | Lease Ends Period | 77 | 77 | 77 | 77 | 77 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | 90 | |
| | Lease Month Index | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | |
| | Status | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | |
| | # Units Leased | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | |
| Rental Rates: | Market | 2609.54 | 2609.54 | 2609.54 | 2609.54 | 2609.54 | 2609.54 | 2609.54 | 2609.54 | 2609.54 | 2687.83 | 2687.83 | 2687.83 | 2687.83 | 2687.83 | 2687.83 | 2687.83 | 2687.83 | 2687.83 | |
| | Contract | 2,533.53 | 2,533.53 | 2,533.53 | 2,533.53 | - | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | 2,609.54 | - | |
| **Rental Revenue =** | | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ 2,534** | **$ -** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ 2,610** | **$ -** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 195.71 | 195.71 | 195.71 | 195.71 | 195.71 | 195.71 | 195.71 | 195.71 | 195.71 | 201.58 | 201.58 | 201.58 | 201.58 | 201.58 | 201.58 | 201.58 | 201.58 | 201.58 | |
| **Parking Revenue =** | | **$ 190** | **$ 190** | **$ 190** | **$ 190** | **$ -** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ 196** | **$ -** | |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 939** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 280** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |





**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2019 | 2019 | 2019 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 | 2021 | 2021 | 2021 |
| | Month | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | |
| | Analysis Period | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 | 101 | 102 | 103 | 104 | 105 | 106 | 107 | 108 | 109 | |
| Leasing: | Lease Cycle | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 9 | 9 | 9 | 9 | 9 | |
| | Lease Begins Period | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 92 | 105 | 105 | 105 | 105 | 105 | |
| | Lease Ends Period | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 103 | 116 | 116 | 116 | 116 | 116 | |
| | Lease Month Index | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | |
| | Status | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | |
| Rental Rates: | Market | 2687.83 | 2687.83 | 2687.83 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2768.46 | 2851.51 | 2851.51 | 2851.51 | |
| | Contract | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | 2,687.83 | - | 2,768.46 | 2,768.46 | 2,768.46 | 2,768.46 | 2,768.46 | |
| **Rental Revenue =** | | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ 2,688** | **$ -** | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ 2,768** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 201.58 | 201.58 | 201.58 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 207.63 | 213.86 | 213.86 | 213.86 | |
| **Parking Revenue =** | | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ 202** | **$ -** | **$ 208** | **$ 208** | **$ 208** | **$ 208** | **$ 208** | |
| **Leasing Commissions:** | | **$ 968** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 997** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ 299** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 296** | **$ -** | **$ -** | **$ -** | **$ -** | |

**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2021 | 2021 | 2021 | 2021 | 2021 | 2021 | 2021 | 2021 | 2021 | 2022 | 2022 | 2022 | 2022 | 2022 | 2022 | 2022 | 2022 | 2022 | 2022 |
| | Month | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | |
| | Analysis Period | 110 | 111 | 112 | 113 | 114 | 115 | 116 | 117 | 118 | 119 | 120 | 121 | 122 | 123 | 124 | 125 | 126 | 127 | |
| Leasing: | Lease Cycle | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 | |
| | Lease Begins Period | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 105 | 118 | 118 | 118 | 118 | 118 | 118 | 118 | 118 | 118 | 118 | |
| | Lease Ends Period | 116 | 116 | 116 | 116 | 116 | 116 | 116 | 116 | 129 | 129 | 129 | 129 | 129 | 129 | 129 | 129 | 129 | 129 | |
| | Lease Month Index | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| | Status | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | |
| Rental Rates: | Market | 2851.51 | 2851.51 | 2851.51 | 2851.51 | 2851.51 | 2851.51 | 2851.51 | 2851.51 | 2851.51 | 2937.06 | 2937.06 | 2937.06 | 2937.06 | 2937.06 | 2937.06 | 2937.06 | 2937.06 | 2937.06 | |
| | Contract | 2,768.46 | 2,768.46 | 2,768.46 | 2,768.46 | 2,768.46 | 2,768.46 | 2,768.46 | - | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | 2,851.51 | |
| **Rental Revenue =** | | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ 2,768** | **$ -** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | **$ 2,852** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 213.86 | 213.86 | 213.86 | 213.86 | 213.86 | 213.86 | 213.86 | 213.86 | 213.86 | 220.28 | 220.28 | 220.28 | 220.28 | 220.28 | 220.28 | 220.28 | 220.28 | 220.28 | |
| **Parking Revenue =** | | **$ 208** | **$ 208** | **$ 208** | **$ 208** | **$ 208** | **$ 208** | **$ 208** | **$ -** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | **$ 214** | |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 1,027** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 293** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |





**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2022 | 2022 | 2022 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2023 | 2024 | 2024 | 2024 | |
| | Month | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | |
| | Analysis Period | 128 | 129 | 130 | 131 | 132 | 133 | 134 | 135 | 136 | 137 | 138 | 139 | 140 | 141 | 142 | 143 | 144 | 145 | |
| Leasing: | Lease Cycle | 10 | 10 | 10 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 12 | 12 | |
| | Lease Begins Period | 118 | 118 | 118 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 131 | 144 | 144 | |
| | Lease Ends Period | 129 | 129 | 129 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 142 | 155 | 155 | |
| | Lease Month Index | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | |
| | Status | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | |
| | # Units Leased | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | |
| Rental Rates: | Market | 2937.06 | 2937.06 | 2937.06 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3025.17 | 3115.93 | 3115.93 | 3115.93 | |
| | Contract | 2,851.51 | 2,851.51 | - | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | 3,025.17 | - | 3,115.93 | 3,115.93 | |
| **Rental Revenue =** | | **$ 2,852** | **$ 2,852** | **$ -** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ 3,025** | **$ -** | **$ 3,116** | **$ 3,116** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 220.28 | 220.28 | 220.28 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 226.89 | 233.70 | 233.70 | 233.70 | |
| **Parking Revenue =** | | **$ 214** | **$ 214** | **$ -** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ 227** | **$ -** | **$ 234** | **$ 234** | |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ 1,089** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 1,122** | **$ -** | |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ 310** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 310** | **$ -** | |

**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 |
| | Month | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | |
| | Analysis Period | 146 | 147 | 148 | 149 | 150 | 151 | 152 | 153 | 154 | 155 | 156 | 157 | 158 | 159 | 160 | 161 | 162 | 163 | |
| Leasing: | Lease Cycle | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | |
| | Lease Begins Period | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 157 | 157 | 157 | 157 | 157 | 157 | 157 | |
| | Lease Ends Period | 155 | 155 | 155 | 155 | 155 | 155 | 155 | 155 | 155 | 155 | 155 | 168 | 168 | 168 | 168 | 168 | 168 | 168 | |
| | Lease Month Index | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | |
| | Status | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | |
| Rental Rates: | Market | 3115.93 | 3115.93 | 3115.93 | 3115.93 | 3115.93 | 3115.93 | 3115.93 | 3115.93 | 3115.93 | 3209.41 | 3209.41 | 3209.41 | 3209.41 | 3209.41 | 3209.41 | 3209.41 | 3209.41 | 3209.41 | |
| | Contract | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | 3,115.93 | - | 3,209.41 | 3,209.41 | 3,209.41 | 3,209.41 | 3,209.41 | 3,209.41 | 3,209.41 | |
| **Rental Revenue =** | | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ 3,116** | **$ -** | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ 3,209** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 233.70 | 233.70 | 233.70 | 233.70 | 233.70 | 233.70 | 233.70 | 233.70 | 233.70 | 240.71 | 240.71 | 240.71 | 240.71 | 240.71 | 240.71 | 240.71 | 240.71 | 240.71 | |
| **Parking Revenue =** | | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ 234** | **$ -** | **$ 241** | **$ 241** | **$ 241** | **$ 241** | **$ 241** | **$ 241** | **$ 241** | |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 1,155** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 309** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |





**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2025 | 2025 | 2025 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2026 | 2027 | 2027 | 2027 | |
| | Month | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | |
| | Analysis Period | 164 | 165 | 166 | 167 | 168 | 169 | 170 | 171 | 172 | 173 | 174 | 175 | 176 | 177 | 178 | 179 | 180 | 181 | |
| Leasing: | Lease Cycle | 13 | 13 | 13 | 13 | 13 | 13 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | |
| | Lease Begins Period | 157 | 157 | 157 | 157 | 157 | 157 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | |
| | Lease Ends Period | 168 | 168 | 168 | 168 | 168 | 168 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | |
| | Lease Month Index | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | |
| | Status | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | |
| Rental Rates: | Market | 3209.41 | 3209.41 | 3209.41 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3305.69 | 3404.86 | 3404.86 | 3404.86 | |
| | Contract | 3,209.41 | 3,209.41 | 3,209.41 | 3,209.41 | 3,209.41 | - | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | 3,305.69 | |
| **Rental Revenue =** | | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ 3,209** | **$ -** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | **$ 3,306** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 240.71 | 240.71 | 240.71 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 247.93 | 255.37 | 255.37 | 255.37 | |
| **Parking Revenue =** | | **$ 241** | **$ 241** | **$ 241** | **$ 241** | **$ 241** | **$ -** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | **$ 248** | |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 1,190** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 341** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |

**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2027 | 2027 | 2027 | 2027 | 2027 | 2027 | 2027 | 2027 | 2027 | 2028 | 2028 | 2028 | 2028 | 2028 | 2028 | 2028 | 2028 | 2028 | 2028 |
| | Month | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | |
| | Analysis Period | 182 | 183 | 184 | 185 | 186 | 187 | 188 | 189 | 190 | 191 | 192 | 193 | 194 | 195 | 196 | 197 | 198 | 199 | |
| Leasing: | Lease Cycle | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 16 | 16 | 16 | 16 | 16 | 16 | |
| | Lease Begins Period | 182 | 182 | 182 | 182 | 182 | 182 | 182 | 182 | 182 | 182 | 182 | 182 | 194 | 194 | 194 | 194 | 194 | 194 | |
| | Lease Ends Period | 193 | 193 | 193 | 193 | 193 | 193 | 193 | 193 | 193 | 193 | 193 | 193 | 205 | 205 | 205 | 205 | 205 | 205 | |
| | Lease Month Index | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 1 | 2 | 3 | 4 | 5 | 6 | |
| | Status | Renewal | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Renewal | Leased | Leased | Leased | Leased | Leased | |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | |
| Rental Rates: | Market | 3404.86 | 3404.86 | 3404.86 | 3404.86 | 3404.86 | 3404.86 | 3404.86 | 3404.86 | 3404.86 | 3507.01 | 3507.01 | 3507.01 | 3507.01 | 3507.01 | 3507.01 | 3507.01 | 3507.01 | 3507.01 | |
| | Contract | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,404.86 | 3,507.01 | 3,507.01 | 3,507.01 | 3,507.01 | 3,507.01 | 3,507.01 | |
| **Rental Revenue =** | | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,405** | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ 3,507** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 255.37 | 255.37 | 255.37 | 255.37 | 255.37 | 255.37 | 255.37 | 255.37 | 255.37 | 263.03 | 263.03 | 263.03 | 263.03 | 263.03 | 263.03 | 263.03 | 263.03 | 263.03 | |
| **Parking Revenue =** | | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 255** | **$ 263** | **$ 263** | **$ 263** | **$ 263** | **$ 263** | **$ 263** | |
| **Leasing Commissions:** | | **$ 409** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 421** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ 179** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 187** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |

**UNIT CALCULATIONS**

| | |
|---|---|
| Unit Number | 1 |
| Analysis Start Date | Mar-2012 |
| Months to Absorb Unit | 0 |
| Start Date---> | Mar-2012 |

| RENTAL REVENUES | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Year | 2028 | 2028 | 2028 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2029 | 2030 | 2030 | 2030 | |
| | Month | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | |
| | Analysis Period | 200 | 201 | 202 | 203 | 204 | 205 | 206 | 207 | 208 | 209 | 210 | 211 | 212 | 213 | 214 | 215 | 216 | 217 | |
| Leasing: | Lease Cycle | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | |
| | Lease Begins Period | 194 | 194 | 194 | 194 | 194 | 194 | 194 | 207 | 207 | 207 | 207 | 207 | 207 | 207 | 207 | 207 | 207 | 207 | |
| | Lease Ends Period | 205 | 205 | 205 | 205 | 205 | 205 | 205 | 218 | 218 | 218 | 218 | 218 | 218 | 218 | 218 | 218 | 218 | 218 | |
| | Lease Month Index | 7 | 8 | 9 | 10 | 11 | 12 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | |
| | Status | Leased | Leased | Leased | Leased | Leased | Leased | Vacant | New | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | - | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | |
| Rental Rates: | Market | 3507.01 | 3507.01 | 3507.01 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3612.22 | 3720.59 | 3720.59 | 3720.59 | |
| | Contract | 3,507.01 | 3,507.01 | 3,507.01 | 3,507.01 | 3,507.01 | 3,507.01 | - | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | 3,612.22 | |
| **Rental Revenue =** | | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ 3,507** | **$ -** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | **$ 3,612** | |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 263.03 | 263.03 | 263.03 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 270.92 | 279.05 | 279.05 | 279.05 | |
| **Parking Revenue =** | | **$ 263** | **$ 263** | **$ 263** | **$ 263** | **$ 263** | **$ 263** | **$ -** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | **$ 271** | |
| **Leasing Commissions:** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 1,300** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |
| **Unit Preparations** | | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 394** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | |

**UNIT CALCULATIONS**

| | | |
|---|---|---|
| Unit Number | | 1 |
| Analysis Start Date | Mar-2012 | |
| Months to Absorb Unit | | 0 |
| Start Date---> | Mar-2012 | |

| | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RENTAL REVENUES | Year | 2030 | 2030 | 2030 | 2030 | 2030 | 2030 | 2030 | 2030 | 2030 | 2031 | 2031 | 2031 | 2031 | 2031 | 2031 | 2031 | 2031 | 2031 | 2031 |
| | Month | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| | Analysis Period | 218 | 219 | 220 | 221 | 222 | 223 | 224 | 225 | 226 | 227 | 228 | 229 | 230 | 231 | 232 | 233 | 234 | 235 |
| Leasing: | Lease Cycle | 17 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 19 | 19 | 19 | 19 | 19 |
| | Lease Begins Period | 207 | 219 | 219 | 219 | 219 | 219 | 219 | 219 | 219 | 219 | 219 | 219 | 219 | 231 | 231 | 231 | 231 | 231 |
| | Lease Ends Period | 218 | 230 | 230 | 230 | 230 | 230 | 230 | 230 | 230 | 230 | 230 | 230 | 230 | 242 | 242 | 242 | 242 | 242 |
| | Lease Month Index | 12 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 1 | 2 | 3 | 4 | 5 |
| | Status | Leased | Renewal | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Leased | Renewal | Leased | Leased | Leased | Leased |
| | # Units Leased | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| | Monthly Property Portion Leased | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% | 0.30% |
| Rental Rates: | Market | 3720.59 | 3720.59 | 3720.59 | 3720.59 | 3720.59 | 3720.59 | 3720.59 | 3720.59 | 3720.59 | 3832.21 | 3832.21 | 3832.21 | 3832.21 | 3832.21 | 3832.21 | 3832.21 | 3832.21 | 3832.21 |
| | Contract | 3,612.22 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,720.59 | 3,832.21 | 3,832.21 | 3,832.21 | 3,832.21 | 3,832.21 |
| **Rental Revenue =** | | **$ 3,612** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,721** | **$ 3,832** | **$ 3,832** | **$ 3,832** | **$ 3,832** | **$ 3,832** |
| OTHER REVENUES | | | | | | | | | | | | | | | | | | | | |
| Parking | Market | 279.05 | 279.05 | 279.05 | 279.05 | 279.05 | 279.05 | 279.05 | 279.05 | 279.05 | 287.42 | 287.42 | 287.42 | 287.42 | 287.42 | 287.42 | 287.42 | 287.42 | 287.42 |
| **Parking Revenue =** | | **$ 271** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 279** | **$ 287** | **$ 287** | **$ 287** | **$ 287** | **$ 287** |
| **Leasing Commissions:** | | **$ -** | **$ 446** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 460** | **$ -** | **$ -** | **$ -** | **$ -** |
| **Unit Preparations** | | **$ -** | **$ 198** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 198** | **$ -** | **$ -** | **$ -** | **$ -** |

| BALTIMORE-TOWSON, MD METROPOLITAN AREA MARKET RENT PROPERTIES | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| OPERATING INCOME & EXPENSE DATA | | | | | | | | | | |
| | | | | | | | | | | |
| ***INDIVIDUAL METERED PROPERTIES*** | | | | | | | | | | |
| | | **Total** | | | **Garden** | | | **Mid & Hi Rise** | | |
| Number of Properties | | 63 | | | 31 | | | | 32 | |
| Number of Units | | 12,803 | | | 8,601 | | | | 4,202 | |
| Avg. No. of Units/Property | | 203 | | | 277 | | | | 131 | |
| Avg. No. of Square Feet/Unit | | 916 | | | 986 | | | | 780 | |
| Turnover rate in % | | 30% | | | 34% | | | | 24% | |
| | | | | | | | | | | |
| | $ Per Unit | $ Per Sq. Ft. | % of GPR | $ Per Unit | $ Per Sq. Ft. | % of GPR | | $ Per Unit | $ Per Sq. Ft. | % of GPR |
| ***Revenues*** | | | | | | | | | | |
| Gross Potential Rent | 13,694 | 14.95 | 100.0% | 14,327 | 14.53 | 100.0% | | 12,400 | 15.91 | 100.0% |
| Rent Revenue Collected | 12,537 | 13.68 | 91.6% | 13,127 | 13.31 | 91.6% | | 11,331 | 14.54 | 91.4% |
| Losses to Vacancy | 784 | 0.86 | 5.7% | 756 | 0.77 | 5.3% | | 842 | 1.08 | 6.8% |
| Collection Losses | 90 | 0.10 | 0.7% | 103 | 0.10 | 0.7% | | 65 | 0.08 | **0.5%** |
| Losses to Concessions | 282 | 0.31 | 2.1% | 341 | 0.35 | 2.4% | | 162 | 0.21 | 1.3% |
| Other Revenue | 918 | 1.00 | 6.7% | 1,121 | 1.14 | 7.8% | | 502 | 0.64 | 4.1% |
| *Total Revenue* | 13,456 | 14.69 | 98.3% | 14,248 | 14.45 | 99.5% | | 11,834 | 15.18 | 95.4% |
| ***Operating Expenses*** | | | | | | | | | | |
| Salaries and Personnel | 1,242 | 1.36 | 9.1% | 1,192 | 1.21 | 8.3% | | **1,345** | 1.72 | 10.8% |
| Insurance | 221 | 0.24 | 1.6% | 230 | 0.23 | 1.6% | | **202** | 0.26 | 1.6% |
| Taxes | 1,141 | 1.25 | 8.3% | 1,273 | 1.29 | 8.9% | | **872** | 1.12 | 7.0% |
| Utilities | 493 | 0.54 | 3.6% | 426 | 0.43 | 3.0% | | **628** | 0.81 | 5.1% |
| Management Fees | 479 | 0.52 | 3.5% | 432 | 0.44 | 3.0% | | 575 | 0.74 | **4.6%** |
| Administrative | 311 | 0.34 | 2.3% | 257 | 0.26 | 1.8% | | **420** | 0.54 | 3.4% |
| Marketing | 179 | 0.20 | 1.3% | 183 | 0.19 | 1.3% | | **171** | 0.22 | 1.4% |
| Contract Services | 478 | 0.52 | 3.5% | 491 | 0.50 | 3.4% | | **450** | 0.58 | 3.6% |
| Repair and Maintenance | 581 | 0.63 | 4.2% | 608 | 0.62 | 4.2% | | **525** | 0.67 | 4.2% |
| *Total Operating Expenses* | 5,124 | 5.59 | 37.4% | 5,092 | 5.16 | 35.5% | | 5,188 | 6.65 | 41.8% |
| | | | | | | | | | | |
| *Net Operating Income* | 8,332 | 9.09 | 60.8% | 9,156 | 9.28 | 63.9% | | 6,646 | 8.53 | 53.6% |
| | | | | | | | | | | |
| *Capital Expenditures* | 1,034 | 1.13 | 7.6% | 1,199 | 1.22 | 8.4% | | 673 | 0.86 | 5.4% |
| | | | | | | | | | | |
| ***MASTER METERED PROPERTIES*** | | | | | | | | | | |
| | | **Total** | | | **Garden** | | | **Mid & Hi Rise** | | |
| Number of Properties | | 12 | | | 7 | | | | 5 | |
| Number of Units | | 3,109 | | | 1,593 | | | | 1,516 | |
| Avg. No. of Units/Property | | 259 | | | 228 | | | | 303 | |
| Avg. No. of Square Feet/Unit | | 749 | | | 942 | | | | 546 | |
| Turnover rate in % | | 40% | | | 39% | | | | 45% | |
| | | | | | | | | | | |
| | $ Per Unit | $ Per Sq. Ft. | % of GPR | $ Per Unit | $ Per Sq. Ft. | % of GPR | | $ Per Unit | $ Per Sq. Ft. | % of GPR |
| ***Revenues*** | | | | | | | | | | |
| Gross Potential Rent | 12,418 | 16.59 | 100.0% | 13,253 | 14.07 | 100.0% | | 11,541 | 21.15 | 100.0% |
| Rent Revenue Collected | 11,242 | 15.01 | 90.5% | 12,126 | 12.87 | 91.5% | | 10,313 | 18.90 | 89.4% |
| Losses to Vacancy | 746 | 1.00 | 6.0% | 780 | 0.83 | 5.9% | | 710 | 1.30 | 6.2% |
| Collection Losses | 265 | 0.35 | 2.1% | 266 | 0.28 | 2.0% | | 263 | 0.48 | 2.3% |
| Losses to Concessions | 165 | 0.22 | 1.3% | 80 | 0.08 | 0.6% | | 255 | 0.47 | 2.2% |
| Other Revenue | 876 | 1.17 | 7.1% | 921 | 0.98 | 6.9% | | 829 | 1.52 | 7.2% |
| *Total Revenue* | 12,118 | 16.18 | 97.6% | 13,047 | 13.85 | 98.4% | | 11,142 | 20.42 | 96.5% |
| ***Operating Expenses*** | | | | | | | | | | |
| Salaries and Personnel | 1,237 | 1.65 | 10.0% | 1,431 | 1.52 | 10.8% | | 1,032 | 1.89 | 8.9% |
| Insurance | 221 | 0.30 | 1.8% | 298 | 0.32 | 2.2% | | 141 | 0.26 | 1.2% |
| Taxes | 1,012 | 1.35 | 8.2% | 821 | 0.87 | 6.2% | | 1,214 | 2.22 | 10.5% |
| Utilities | 1,572 | 2.10 | 12.7% | 1,852 | 1.97 | 14.0% | | 1,278 | 2.34 | 11.1% |
| Management Fees | 541 | 0.72 | 4.4% | 582 | 0.62 | 4.4% | | 497 | 0.91 | 4.3% |
| Administrative | 377 | 0.50 | 3.0% | 373 | 0.40 | 2.8% | | 381 | 0.70 | 3.3% |
| Marketing | 144 | 0.19 | 1.2% | 151 | 0.16 | 1.1% | | 137 | 0.25 | 1.2% |
| Contract Services | 571 | 0.76 | 4.6% | 454 | 0.48 | 3.4% | | 694 | 1.27 | 6.0% |
| Repair and Maintenance | 793 | 1.06 | 6.4% | 918 | 0.97 | 6.9% | | 661 | 1.21 | 5.7% |
| *Total Operating Expenses* | 6,467 | 8.64 | 52.1% | 6,879 | 7.30 | 51.9% | | 6,034 | 11.06 | 52.3% |
| | | | | | | | | | | |
| *Net Operating Income* | 5,651 | 7.55 | 45.5% | 6,168 | 6.55 | 46.5% | | 5,108 | 9.36 | 44.3% |
| | | | | | | | | | | |
| *Capital Expenditures* | 556 | 0.74 | 4.5% | 761 | 0.81 | 5.7% | | 340 | 0.62 | 3.0% |
| | | | | | | | | | | |
| | | | | | | | | | | |
| Source : National Apartment Association 2009 Survey of Operating Income & Expenses in Rental Apartment Communities | | | | | | | | | | |
|  | | | | | | | | | | |

| Factor | **General Inflation** | | | |
|---|---|---|---|---|
| Proxy | Materials and components for construction | | | |
| Source | BLS | | | |
| Records | Monthly, 1986 - 2009 | | | |
| | | | | |
| | | | % | |
| | Year | Raw | Change | |
| | 1986 | 99.57 | | |
| | 1987 | 101.50 | 1.94 | |
| | 1988 | 106.10 | 4.53 | |
| | 1989 | 111.00 | 4.62 | |
| | 1990 | 113.40 | 2.16 | |
| | 1991 | 114.80 | 1.23 | |
| | 1992 | 116.70 | 1.66 | |
| | 1993 | 121.40 | 4.03 | |
| | 1994 | 125.00 | 2.97 | |
| | 1995 | 129.10 | 3.28 | |
| | 1996 | 131.20 | 1.63 | |
| | 1997 | 133.80 | 1.98 | |
| | 1998 | 133.50 | -0.22 | |
| | 1999 | 136.10 | 1.95 | |
| | 2000 | 138.90 | 2.06 | |
| | 2001 | 139.10 | 0.14 | |
| | 2002 | 138.30 | -0.58 | |
| | 2003 | 140.80 | 1.81 | |
| | 2004 | 151.80 | 7.81 | |
| | 2005 | 163.70 | 7.84 | |
| | 2006 | 175.40 | 7.15 | |
| | 2007 | 181.40 | 3.42 | |
| | 2008 | 196.20 | 8.16 | |
| | 2009 | 188.50 | -3.92 | |

| Factor | **Labor Escalation** | | |
|---|---|---|---|
| Proxy | 8400 Business Sector Unit Labor Costs | | |
| Source | BLS | | |
| Records | Monthly, 1947 - 2009 | | |
| | | | |
| | % | | |
| Year | Change | | |
| 1947 | | | |
| 1948 | 3.63 | | |
| 1949 | -0.90 | | |
| 1950 | -1.10 | | |
| 1951 | 6.21 | | |
| 1952 | 3.21 | | |
| 1953 | 2.68 | | |
| 1954 | 1.00 | | |
| 1955 | -1.61 | | |
| 1956 | 6.51 | | |
| 1957 | 3.22 | | |
| 1958 | 1.58 | | |
| 1959 | 0.21 | | |
| 1960 | 2.39 | | |
| 1961 | 0.37 | | |
| 1962 | -0.15 | | |
| 1963 | -0.34 | | |
| 1964 | 0.41 | | |
| 1965 | 0.17 | | |
| 1966 | 2.57 | | |
| 1967 | 3.41 | | |
| 1968 | 4.52 | | |
| 1969 | 6.45 | | |
| 1970 | 5.57 | | |
| 1971 | 2.06 | | |
| 1972 | 3.01 | | |
| 1973 | 5.21 | | |
| 1974 | 11.50 | | |
| 1975 | 6.46 | | |
| 1976 | 5.28 | | |
| 1977 | 6.19 | | |
| 1978 | 7.45 | | |
| 1979 | 9.64 | | |
| 1980 | 10.93 | | |
| 1981 | 7.25 | | |
| 1982 | 8.08 | | |
| 1983 | 0.54 | | |
| 1984 | 1.51 | | |
| 1985 | 2.36 | | |
| 1986 | 2.16 | | |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 1/1/1988 | 12.15 |
| 2/1/1988 | 11.64 |
| 3/1/1988 | 11.35 |
| 4/1/1988 | 10.96 |
| 5/1/1988 | 10.56 |
| 6/1/1988 | 10.57 |
| 7/1/1988 | 10.76 |
| 8/1/1988 | 10.92 |
| 9/1/1988 | 10.93 |
| 10/1/1988 | 10.77 |
| 11/1/1988 | 10.78 |
| 12/1/1988 | 10.48 |
| 1/1/1989 | 10.70 |
| 2/1/1989 | 10.72 |
| 3/1/1989 | 11.25 |
| 4/1/1989 | 11.42 |
| 5/1/1989 | 11.09 |
| 6/1/1989 | 10.34 |
| 7/1/1989 | 9.16 |
| 8/1/1989 | 8.43 |
| 9/1/1989 | 7.66 |
| 10/1/1989 | 7.20 |
| 11/1/1989 | 6.66 |
| 12/1/1989 | 6.15 |
| 1/1/1990 | 5.51 |
| 2/1/1990 | 4.84 |
| 3/1/1990 | 3.67 |
| 4/1/1990 | 2.78 |
| 5/1/1990 | 1.85 |
| 6/1/1990 | 1.17 |
| 7/1/1990 | 0.54 |
| 8/1/1990 | (0.27) |
| 9/1/1990 | (1.05) |
| 10/1/1990 | (1.94) |
| 11/1/1990 | (2.84) |
| 12/1/1990 | (3.61) |
| 1/1/1991 | (4.57) |
| 2/1/1991 | (5.33) |
| 3/1/1991 | (6.12) |
| 4/1/1991 | (6.33) |

| Rent Escalation | |
|---|---|
| CPI - Rent of primary residence | |
| BLS | |
| Annual, 1914-2009 | |
| | |
| | Annual |
| Year | % Change |
| 1914 | - |
| 1915 | 0.48 |
| 1916 | 0.95 |
| 1917 | (0.47) |
| 1918 | 1.42 |
| 1919 | 8.37 |
| 1920 | 17.60 |
| 1921 | 14.96 |
| 1922 | 2.86 |
| 1923 | 2.47 |
| 1924 | 3.61 |
| 1925 | 0.58 |
| 1926 | (1.16) |
| 1927 | (1.46) |
| 1928 | (2.37) |
| 1929 | (2.43) |
| 1930 | (2.80) |
| 1931 | (5.13) |
| 1932 | (10.47) |
| 1933 | (13.58) |
| 1934 | (6.55) |
| 1935 | - |
| 1936 | 2.34 |
| 1937 | 4.57 |
| 1938 | 3.49 |
| 1939 | - |
| 1940 | - |
| 1941 | 2.11 |
| 1942 | 2.07 |
| 1943 | - |
| 1944 | 0.40 |
| 1945 | - |
| 1946 | 0.81 |
| 1947 | 3.20 |
| 1948 | 6.59 |
| 1949 | 4.36 |
| 1950 | 3.48 |
| 1951 | 4.04 |
| 1952 | 4.21 |
| 1953 | 5.28 |

| Insurance Escalation | |
|---|---|
| CPI - Tenants' and household insurance | |
| BLS | |
| Annual, 2000-2009 | |
| | |
| | % |
| Year | Change |
| 1999 | 1.50 |
| 2000 | 2.37 |
| 2001 | 2.41 |
| 2002 | 2.35 |
| 2003 | 5.61 |
| 2004 | 1.22 |
| 2005 | 1.20 |
| 2006 | (0.94) |
| 2007 | 0.43 |
| 2008 | 1.57 |
| 2009 | 2.22 |
| | |
| Mean | 1.815 |
| Stdv | 1.6 |

| Capital Escalation | | |
|---|---|---|
| PPI - Maint & Repairs | | |
| BLS | | |
| Annual, 1988-2008 | | |
| | | |
| | % | |
| Year | Change | |
| 1988 | 4.6 | |
| 1989 | 4.6 | |
| 1990 | 2.4 | |
| 1991 | 1.3 | |
| 1992 | 1.0 | |
| 1993 | 2.8 | |
| 1994 | 2.4 | |
| 1995 | 3.9 | |
| 1996 | 1.7 | |
| 1997 | 1.7 | |
| 1998 | -0.2 | |
| 1999 | 1.5 | |
| 2000 | 2.9 | |
| 2001 | 0.4 | |
| 2002 | -0.4 | |
| 2003 | 1.9 | |
| 2004 | 8.4 | |
| 2005 | 8.7 | |
| 2006 | 8.0 | |
| 2007 | 3.8 | |
| 2008 | 9.7 | |

| Utilities Escalation | | |
|---|---|---|
| CPI - Gas (piped) and electricity | | |
| BLS | | |
| Annual, 1936-2009 | | |
| | | |
| | % | |
| Year | Change | |
| 1936 | (1.96) | |
| 1937 | (2.00) | |
| 1938 | - | |
| 1939 | - | |
| 1940 | (1.02) | |
| 1941 | (0.52) | |
| 1942 | (0.52) | |
| 1943 | (0.52) | |
| 1944 | (0.52) | |
| 1945 | (1.05) | |
| 1946 | (2.66) | |
| 1947 | (0.55) | |
| 1948 | 2.75 | |
| 1949 | 2.67 | |
| 1950 | - | |
| 1951 | 0.52 | |
| 1952 | 1.04 | |
| 1953 | 2.05 | |
| 1954 | 1.51 | |
| 1955 | 2.48 | |
| 1956 | 0.97 | |
| 1957 | 0.96 | |
| 1958 | 3.79 | |
| 1959 | 2.28 | |
| 1960 | 4.02 | |
| 1961 | 0.86 | |
| 1962 | - | |
| 1963 | - | |
| 1964 | - | |
| 1965 | - | |
| 1966 | 0.43 | |
| 1967 | 0.42 | |
| 1968 | 0.84 | |
| 1969 | 1.67 | |
| 1970 | 4.53 | |
| 1971 | 6.69 | |
| 1972 | 5.17 | |
| 1973 | 4.91 | |
| 1974 | 15.38 | |
| 1975 | 16.23 | |

| Utilities Escalation | |
|---|---|
| CPI - Gas (piped) and electricity | |
| BLS | |
| Annual, 1936-2009 | |
| | |
| | % |
| Year | Change |
| 1976 | 11.47 |
| 1977 | 12.98 |
| 1978 | 8.91 |
| 1979 | 10.91 |
| 1980 | 17.05 |
| 1981 | 14.71 |
| 1982 | 13.80 |
| 1983 | 8.91 |
| 1984 | 3.84 |
| 1985 | 1.61 |
| 1986 | (1.31) |
| 1987 | (1.80) |
| 1988 | 0.77 |
| 1989 | 2.77 |
| 1990 | 1.67 |
| 1991 | 3.02 |
| 1992 | 1.95 |
| 1993 | 3.22 |
| 1994 | 0.59 |
| 1995 | - |
| 1996 | 2.43 |
| 1997 | 2.46 |
| 1998 | (3.12) |
| 1999 | (0.25) |
| 2000 | 5.87 |
| 2001 | 11.25 |
| 2002 | (5.62) |
| 2003 | 7.89 |
| 2004 | 3.86 |
| 2005 | 10.56 |
| 2006 | 9.37 |
| 2007 | 2.29 |
| 2008 | 8.56 |
| 2009 | (4.28) |

| Rent Escalation | |
|---|---|
| CPI - Rent of primary residence | |
| BLS | |
| Annual, 1914-2009 | |
| | |
| | Annual |
| Year | % Change |
| 1954 | 3.54 |
| 1955 | 1.42 |
| 1956 | 1.97 |
| 1957 | 1.93 |
| 1958 | 1.62 |
| 1959 | 1.60 |
| 1960 | 1.31 |
| 1961 | 1.29 |
| 1962 | 1.28 |
| 1963 | 1.01 |
| 1964 | 1.00 |
| 1965 | 0.99 |
| 1966 | 1.47 |
| 1967 | 1.69 |
| 1968 | 2.61 |
| 1969 | 3.23 |
| 1970 | 4.03 |
| 1971 | 4.73 |
| 1972 | 3.49 |
| 1973 | 4.17 |
| 1974 | 5.14 |
| 1975 | 5.07 |
| 1976 | 5.34 |
| 1977 | 6.06 |
| 1978 | 6.94 |
| 1979 | 7.22 |
| 1980 | 8.88 |
| 1981 | 8.65 |
| 1982 | 7.62 |
| 1983 | 5.81 |
| 1984 | 5.19 |
| 1985 | 6.17 |
| 1986 | 5.81 |
| 1987 | 4.06 |
| 1988 | 3.82 |
| 1989 | 3.91 |
| 1990 | 4.22 |
| 1991 | 3.54 |
| 1992 | 2.51 |
| 1993 | 2.31 |
| 1994 | 2.46 |

| Rent Escalation | |
|---|---|
| CPI - Rent of primary residence | |
| BLS | |
| Annual, 1914-2009 | |
| | |
| | Annual |
| Year | % Change |
| 1995 | 2.47 |
| 1996 | 2.66 |
| 1997 | 2.90 |
| 1998 | 3.24 |
| 1999 | 3.14 |
| 2000 | 3.61 |
| 2001 | 4.46 |
| 2002 | 3.96 |
| 2003 | 2.90 |
| 2004 | 2.68 |
| 2005 | 2.99 |
| 2006 | 3.59 |
| 2007 | 4.26 |
| 2008 | 3.66 |
| 2009 | 2.28 |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 5/1/1991 | (5.73) |
| 6/1/1991 | (5.07) |
| 7/1/1991 | (4.25) |
| 8/1/1991 | (3.58) |
| 9/1/1991 | (3.08) |
| 10/1/1991 | (2.67) |
| 11/1/1991 | (2.22) |
| 12/1/1991 | (1.75) |
| 1/1/1992 | (1.01) |
| 2/1/1992 | (0.33) |
| 3/1/1992 | 0.40 |
| 4/1/1992 | 0.65 |
| 5/1/1992 | 0.40 |
| 6/1/1992 | (0.10) |
| 7/1/1992 | (0.84) |
| 8/1/1992 | (1.19) |
| 9/1/1992 | (1.42) |
| 10/1/1992 | (1.56) |
| 11/1/1992 | (1.56) |
| 12/1/1992 | (1.68) |
| 1/1/1993 | (1.52) |
| 2/1/1993 | (1.59) |
| 3/1/1993 | (1.81) |
| 4/1/1993 | (1.98) |
| 5/1/1993 | (2.04) |
| 6/1/1993 | (1.83) |
| 7/1/1993 | (1.72) |
| 8/1/1993 | (1.80) |
| 9/1/1993 | (1.66) |
| 10/1/1993 | (1.59) |
| 11/1/1993 | (1.39) |
| 12/1/1993 | (1.26) |
| 1/1/1994 | (1.11) |
| 2/1/1994 | (0.85) |
| 3/1/1994 | (0.24) |
| 4/1/1994 | 0.26 |
| 5/1/1994 | 0.59 |
| 6/1/1994 | 0.69 |
| 7/1/1994 | 1.03 |
| 8/1/1994 | 1.37 |
| 9/1/1994 | 1.44 |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 10/1/1994 | 1.68 |
| 11/1/1994 | 1.59 |
| 12/1/1994 | 1.69 |
| 1/1/1995 | 1.47 |
| 2/1/1995 | 1.34 |
| 3/1/1995 | 0.86 |
| 4/1/1995 | 0.43 |
| 5/1/1995 | 0.14 |
| 6/1/1995 | (0.13) |
| 7/1/1995 | (0.18) |
| 8/1/1995 | (0.22) |
| 9/1/1995 | (0.18) |
| 10/1/1995 | (0.31) |
| 11/1/1995 | (0.36) |
| 12/1/1995 | (0.40) |
| 1/1/1996 | (0.34) |
| 2/1/1996 | (0.26) |
| 3/1/1996 | 0.14 |
| 4/1/1996 | 0.63 |
| 5/1/1996 | 0.95 |
| 6/1/1996 | 1.09 |
| 7/1/1996 | 1.09 |
| 8/1/1996 | 1.15 |
| 9/1/1996 | 1.21 |
| 10/1/1996 | 1.42 |
| 11/1/1996 | 1.66 |
| 12/1/1996 | 1.88 |
| 1/1/1997 | 1.99 |
| 2/1/1997 | 2.01 |
| 3/1/1997 | 2.35 |
| 4/1/1997 | 2.50 |
| 5/1/1997 | 2.70 |
| 6/1/1997 | 3.18 |
| 7/1/1997 | 3.53 |
| 8/1/1997 | 3.89 |
| 9/1/1997 | 4.08 |
| 10/1/1997 | 4.43 |
| 11/1/1997 | 4.79 |
| 12/1/1997 | 5.36 |
| 1/1/1998 | 5.92 |
| 2/1/1998 | 6.60 |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 3/1/1998 | 7.13 |
| 4/1/1998 | 7.53 |
| 5/1/1998 | 8.00 |
| 6/1/1998 | 8.45 |
| 7/1/1998 | 9.00 |
| 8/1/1998 | 9.34 |
| 9/1/1998 | 9.82 |
| 10/1/1998 | 9.74 |
| 11/1/1998 | 9.49 |
| 12/1/1998 | 9.12 |
| 1/1/1999 | 8.90 |
| 2/1/1999 | 8.84 |
| 3/1/1999 | 8.87 |
| 4/1/1999 | 9.28 |
| 5/1/1999 | 9.23 |
| 6/1/1999 | 9.27 |
| 7/1/1999 | 9.24 |
| 8/1/1999 | 9.32 |
| 9/1/1999 | 9.39 |
| 10/1/1999 | 9.67 |
| 11/1/1999 | 10.23 |
| 12/1/1999 | 10.79 |
| 1/1/2000 | 11.04 |
| 2/1/2000 | 11.42 |
| 3/1/2000 | 11.97 |
| 4/1/2000 | 12.38 |
| 5/1/2000 | 13.12 |
| 6/1/2000 | 13.39 |
| 7/1/2000 | 13.23 |
| 8/1/2000 | 13.11 |
| 9/1/2000 | 13.17 |
| 10/1/2000 | 13.47 |
| 11/1/2000 | 13.81 |
| 12/1/2000 | 14.12 |
| 1/1/2001 | 14.58 |
| 2/1/2001 | 14.52 |
| 3/1/2001 | 14.13 |
| 4/1/2001 | 13.39 |
| 5/1/2001 | 12.23 |
| 6/1/2001 | 11.31 |
| 7/1/2001 | 11.00 |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 8/1/2001 | 10.83 |
| 9/1/2001 | 10.81 |
| 10/1/2001 | 10.48 |
| 11/1/2001 | 9.93 |
| 12/1/2001 | 8.88 |
| 1/1/2002 | 8.16 |
| 2/1/2002 | 7.80 |
| 3/1/2002 | 7.91 |
| 4/1/2002 | 8.49 |
| 5/1/2002 | 9.58 |
| 6/1/2002 | 10.61 |
| 7/1/2002 | 11.59 |
| 8/1/2002 | 12.34 |
| 9/1/2002 | 12.80 |
| 10/1/2002 | 13.49 |
| 11/1/2002 | 14.12 |
| 12/1/2002 | 15.00 |
| 1/1/2003 | 15.27 |
| 2/1/2003 | 15.38 |
| 3/1/2003 | 15.03 |
| 4/1/2003 | 14.46 |
| 5/1/2003 | 13.69 |
| 6/1/2003 | 12.76 |
| 7/1/2003 | 12.30 |
| 8/1/2003 | 12.09 |
| 9/1/2003 | 12.37 |
| 10/1/2003 | 12.55 |
| 11/1/2003 | 12.95 |
| 12/1/2003 | 13.43 |
| 1/1/2004 | 14.03 |
| 2/1/2004 | 14.79 |
| 3/1/2004 | 15.93 |
| 4/1/2004 | 17.16 |
| 5/1/2004 | 18.40 |
| 6/1/2004 | 19.87 |
| 7/1/2004 | 20.47 |
| 8/1/2004 | 20.40 |
| 9/1/2004 | 19.99 |
| 10/1/2004 | 19.62 |
| 11/1/2004 | 19.14 |
| 12/1/2004 | 18.70 |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 1/1/2005 | 18.69 |
| 2/1/2005 | 18.84 |
| 3/1/2005 | 18.64 |
| 4/1/2005 | 18.03 |
| 5/1/2005 | 17.29 |
| 6/1/2005 | 16.39 |
| 7/1/2005 | 15.85 |
| 8/1/2005 | 15.78 |
| 9/1/2005 | 15.98 |
| 10/1/2005 | 16.13 |
| 11/1/2005 | 16.17 |
| 12/1/2005 | 15.93 |
| 1/1/2006 | 15.06 |
| 2/1/2006 | 14.05 |
| 3/1/2006 | 12.32 |
| 4/1/2006 | 11.10 |
| 5/1/2006 | 9.83 |
| 6/1/2006 | 8.35 |
| 7/1/2006 | 6.86 |
| 8/1/2006 | 5.33 |
| 9/1/2006 | 3.84 |
| 10/1/2006 | 2.59 |
| 11/1/2006 | 1.42 |
| 12/1/2006 | 0.22 |
| 1/1/2007 | (0.52) |
| 2/1/2007 | (1.31) |
| 3/1/2007 | (1.82) |
| 4/1/2007 | (2.69) |
| 5/1/2007 | (3.39) |
| 6/1/2007 | (3.94) |
| 7/1/2007 | (4.36) |
| 8/1/2007 | (4.84) |
| 9/1/2007 | (5.50) |
| 10/1/2007 | (6.67) |
| 11/1/2007 | (8.34) |
| 12/1/2007 | (9.77) |
| 1/1/2008 | (11.40) |
| 2/1/2008 | (13.54) |
| 3/1/2008 | (15.27) |
| 4/1/2008 | (16.25) |
| 5/1/2008 | (16.85) |

| Property Taxes Escalation | |
|---|---|
| Tax Rate % Increase | |
| Composite 10 | |
| Annual, 1988-2009 | |
| | |
| | Annual |
| Amonth | % Change |
| 6/1/2008 | (16.95) |
| 7/1/2008 | (17.40) |
| 8/1/2008 | (17.67) |
| 9/1/2008 | (18.51) |
| 10/1/2008 | (19.11) |
| 11/1/2008 | (19.15) |
| 12/1/2008 | (19.23) |
| 1/1/2009 | (19.44) |
| 2/1/2009 | (18.88) |
| 3/1/2009 | (18.62) |
| 4/1/2009 | (17.96) |
| 5/1/2009 | (16.73) |
| 6/1/2009 | (15.05) |
| 7/1/2009 | (12.69) |
| 8/1/2009 | (10.51) |
| 9/1/2009 | (8.35) |
| 10/1/2009 | (6.39) |
| 11/1/2009 | (4.50) |

| Factor | **Labor Escalation** | | |
|---|---|---|---|
| Proxy | 8400 Business Sector Unit Labor Costs | | |
| Source | BLS | | |
| Records | Monthly, 1947 - 2009 | | |
| | | | |
| | % | | |
| Year | Change | | |
| 1987 | 3.32 | | |
| 1988 | 3.67 | | |
| 1989 | 1.61 | | |
| 1990 | 4.20 | | |
| 1991 | 3.54 | | |
| 1992 | 1.06 | | |
| 1993 | 1.73 | | |
| 1994 | 0.61 | | |
| 1995 | 2.01 | | |
| 1996 | 0.46 | | |
| 1997 | 1.46 | | |
| 1998 | 3.02 | | |
| 1999 | 0.95 | | |
| 2000 | 3.74 | | |
| 2001 | 1.66 | | |
| 2002 | -1.35 | | |
| 2003 | 0.94 | | |
| 2004 | 0.55 | | |
| 2005 | 2.23 | | |
| 2006 | 2.83 | | |
| 2007 | 2.36 | | |
| 2008 | 0.84 | | |
| 2009 | -1.82 | | |
| 1998 | -3.21 | | |
| 1999 | -1.74 | | |
| 2000 | 3.04 | | |
| 2001 | 17.87 | | |
| 2002 | -8.14 | | |
| 2003 | 9.39 | | |
| 2004 | 1.59 | | |
| 2005 | 8.11 | | |
| 2006 | 12.67 | | |
| 2007 | 3.32 | | |
| 2008 | 8.80 | | |
| 2009 | -5.66 | | |

| **Absorption Rate** | |
|---|---|
| | |
| Created by Author | |
| | |
| | |
| | |
| Months | % Prob |
| 0 | 0% |
| 1 | 0% |
| 2 | 2% |
| 3 | 2% |
| 4 | 2% |
| 5 | 2% |
| 6 | 5% |
| 7 | 2% |
| 8 | 10% |
| 9 | 40% |
| 10 | 15% |
| 11 | 10% |
| 12 | 10% |
| | |
| Total | 100% |

# Appendix B - Market Study Data

# COMMUNITY STATISTICAL AREA PROFILE
## Canton
## CSA #5

### *VITAL SIGNS* DEMOGRAPHIC DATA[1]

| DEMOGRAPHICS | | HOUSING & COMMUNITY DEVELOPMENT | | WORKFORCE AND ECONOMIC DEVELOPMENT | |
|---|---|---|---|---|---|
| Total Population | 7,010 | Racial Diversity Index | 15.92% | % Pop. Ages 25-64 w/ H.S. Diploma ONLY | 16.23% |
| Male | 3,464 | Economic Diversity Index | 76.80% | % of Population Ages 25-64 w/ Some College | 66.92% |
| Female | 3,546 | | | % of Population Ages 16-64 That Is Employed | 69.14% |
| % Black | 2.37% | | | % of Population Ages 16-64 that is Unemployed | 4.61% |
| % White | 89.63% | **CHILDREN FAMILY HEALTH, SAFETY, AND WELL-BEING** | | % of Population Ages 16-64 that is Not in Labor Force | 26.25% |
| % Native American | 0.68% | Median Household Income | $40,235 | Official Unemployment Rate | 6.25% |
| % Asian | 1.30% | % Hshlds Earning $0-$25,000 | 32.80% | | |
| % Pacific Islander | 0.04% | % Hshlds Earning $25,000-$40,000 | 16.90% | | |
| % 2 or More Races | 1.84% | % Hshlds Earning $40,000-$60,000 | 18.60% | **URBAN ENVIRONMENT AND TRANSIT** | |
| % Other | 0.20% | % Hshlds Earning $60,000-$75,000 | 8.50% | (% of Population Ages 16+) | |
| % Hispanic | 3.94% | % Hshlds Earning $75,000+ | 23.20% | | |
| % 0 to 17 | 10.54% | | | Using Public Transit to Get to Work | 11.67% |
| % 18 to 24 | 7.80% | **%Earning Below Self Sufficiency Standard:** | | Walking or Biking to Get to Work | 8.57% |
| % 25 to 44 | 41.65% | | | Using a mode of transportation other than car | 20.24% |
| % 45 to 64 | 21.94% | Married Couple Families w/ 1-5 Children | 42.11% | | |
| % 65+ | 18.06% | 'Other' Families w/ 1-5 Children | 94.87% | Travel time to work (minutes) | |
| Households | 3,732 | | | 0-14 | 23.18% |
| Total Families with | | | | 15-29 | 41.16% |
| Related Children | 437 | **EDUCATION AND YOUTH** | | 30-44 | 24.49% |
| % Hshlds w/Related | | (% of Population Ages 16-19) | | 45+ | 11.17% |
| Children under 18 | 11.71% | | | | |
| Avg Hshld Size | 1.84 | Working and/ or in School | 58.87% | | |

[1] Data is from 2000 US Census

### HOUSING AND COMMUNITY DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Total Residential Properties | 3,479 | 3,962 | 4,334 | 24.58 |
| Residential Properties w/ a Rehab Investment of $5,000+ | 8.91 | 12.34 | 6.16 | -2.75 |
| Residential Properties that are vacant at year's end | 1.98 | 1.39 | 0.83 | -1.49 |
| Median Number of Days on the market | 43 | 92 | 101 | 135 |
| Owner Occupancy Rate | 67.04 | 59.79 | 67.79 | 0.75 |
| Number of Evictions per 1,000 people | 3.14 | 2.28 | 1.57 | -50.00 |
| Rate of properties under Mortgage Foreclosure | 1.18 | 0.68 | 2.01 | 0.83 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Median Sale Price for Residential Properties | $162,000 | $194,000 | $226,900 | $271,075 | $290,000 | $299,000 | 84.57 |
| Housing Units Sold | 326 | 326 | 347 | 354 | 311 | 331 | 1.53 |

| | Rent | Mortgage |
|---|---|---|
| Affordability Index | 36.33 | 29.87 |



### CHILDREN AND FAMILY HEALTH, SAFETY, AND WELL BEING

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Domestic Violence Rate | 23.50 | 29.96 | 13.41 | -10.09 |
| Juvenile Arrest Rate | 37.25 | 146.13 | 80.23 | 42.98 |
| Juvenile Arrest Rate: Violent Offenses | 8.60 | 51.58 | 28.65 | 20.05 |
| Juvenile Arrest Rate: Drug Related Offenses | 0.00 | 17.19 | 5.73 | 5.73 |
| % of all Juvenile Arrests where Juvenile has had at least one prior offense | 53.85 | 60.78 | 53.57 | -0.28 |
| Crime Rate | 88.30 | 80.60 | 89.16 | 0.86 |
| Violent Crime Rate | 13.12 | 10.84 | 11.98 | -1.14 |

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Teen Birth Rate | 46.30 | 8.55 | 17.09 | -29.21 |
| % of births delivered at term (37-42 weeks) | 83.33 | 94.57 | 92.00 | 8.67 |
| % of Births w/ Satisfactory Birth Weight | 86.36 | 97.83 | 95.00 | 8.64 |
| % if Births Where Mother Received Prenatal Care in 1st Trimester | 89.39 | 91.30 | 87.00 | -2.39 |

### WORKFORCE AND ECONOMIC DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Commercial Properties w/ Rehab Investment of $5,000+ | 6.95 | 22.62 | 17.18 | 10.23 |
| % Vacancy Among Commercial Properties | 1.34 | 1.36 | 2.20 | 0.87 |
| Total Commercial Properties | 748 | 221 | 227 | -229.52 |

| | 2007 |
|---|---|
| Total businesses as of the 4th quarter of year* | 337 |
| Total retail sales $ in thousands * | $68,287 |
| Businesses with under 50 employees | 226 |
| Businesses with 50-100 employees | 3 |
| Total employees | 2,764 |

*Years prior to 2007 have been reported at the zip code level rather than CSA

### SANITATION

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Dirty Streets and Alleys | 7.56 | 26.30 | 34.10 | 42.90 | 58.06 | 54.35 | 46.79 |
| Rate of Clogged Storm Drains | 7.42 | 6.10 | 4.00 | 5.30 | 11.70 | 9.84 | 2.43 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Abandoned Vehicle Incidents | 46.65 | 54.50 | 46.70 | 50.40 | 54.21 | 50.64 | 3.99 |
| Rate of Rat Incidents | 8.84 | 8 | 9 | 9.6 | 8.56 | 7.70 | -1.14 |

### URBAN AND ENVIRONMENT AND TRANSIT

| | 2001 |
|---|---|
| % Tree Canopy Coverage (%) | 3.50% |

| Citywide Data | 2006 | 2007 |
|---|---|---|
| Number of Days with a Good Air Quality Index | 242 | 230 |
| Number of Days with a Moderate Air Quality Index | 84 | 81 |
| Number of Days with an Unhealthy Air Quality Index for Sensitive Groups | 30 | 48 |
| Number of Days with an Unhealthy Air Quality Index | 9 | 6 |
| Number of Code Red Days | 9 | 4 |
| Number of Days with temperatures above 90 degrees | 39 | 45 |
| Number of potential hazardous waste sites | 90 | 53 |

## EDUCATION AND YOUTH

**M.S.A. SCHOOL TEST SCORES**

| | 2005-2006 | | | | | 2006-2007 | | | | | Change | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | MATH | | READING | | Total | MATH | | READING | | Total | MATH | | READING | |
| | | P/A | B | P/A | B | | P/A | B | P/A | B | | P/A | B | P/A | B |
| **3rd Grade** | 22 | 62.50 | 37.50 | 75.00 | 25.00 | 18 | 43.75 | 56.25 | 75.00 | 25.00 | -18.18 | -18.75 | 18.75 | 0.00 | 0.00 |
| **5th Grade** | 14 | 40.00 | 60.00 | 80.00 | 20.00 | 14 | 46.15 | 53.85 | 83.33 | 16.67 | 0.00 | 6.15 | -6.15 | 3.33 | -3.33 |
| **8th Grade** | 12 | 0.00 | 100.00 | 33.33 | 66.67 | 18 | 43.75 | 56.25 | 50.00 | 50.00 | 50.00 | 43.75 | -43.75 | 16.67 | -16.67 |

B= Basic P/A=Proficient/Advanced

**H.S.A. TEST SCORES**
**2006-2007**

| | English | Biology | Government | Algebra |
|---|---|---|---|---|
| **% of Students Passing** | 80.00% | 50.00% | 71.43% | 20.00% |

**HIGH SCHOOL ACHIEVEMENT**

| | 2005-2006 | 2006-2007 | Change |
|---|---|---|---|
| Dropout Rate | 9.80 | 2.04 | -7.76 |
| Completion Rate | 25.00 | 80.00 | 55.00 |

**ENROLLMENT**

| | Number of Students Enrolled in Public School | | | % of students absent 20 or more days | | |
|---|---|---|---|---|---|---|
| | 2005-2006 | 2006-2007 | Change | 2005-2006 | 2006-2007 | Change |
| **1st-5th Grade** | 92 | 91 | -1.09 | 23.91 | 4.40 | -19.52 |
| **6th-8th Grade** | 53 | 48 | -9.43 | 20.75 | 18.75 | -2.00 |
| **9th-12th Grade** | 51 | 49 | -3.92 | | | |

## NEIGHBORHOOD ACTION AND SENSE OF COMMUNITY

| | 2008 |
|---|---|
| Neighborhood Associations | 5 |
| CDCs | 0 |
| "Umbrella" Organizations | 1 |
| Parks and environmental stewardship groups | 0 |
| Healthy Neighborhood Initiative program* | no |
| CHAP Properties* | 2 |

*2007 Data

| | 2002 General Election | 2004 General Election | 2006 General Election | Change |
|---|---|---|---|---|
| % of Population Ages 18+ Who are registered to vote | 62.83% | 72.99% | 87.15% | 24.32% |
| % of Population Ages 18+ Who Voted | 35.39% | 51.16% | 38.19% | 2.80% |
| % of Population Ages 18-25 Who Registered to Vote | 38.23% | 50.72% | 126.47% | 88.24% |
| % of Population Ages 18-25 Who Voted | 16.25% | 39.53% | 22.63% | 6.38% |

# COMMUNITY STATISTICAL AREA PROFILE
## Fells Point
## CSA #16

BALTIMORE NEIGHBORHOOD INDICATORS ALLIANCE

### *VITAL SIGNS* DEMOGRAPHIC DATA[1]

| DEMOGRAPHICS | | HOUSING & COMMUNITY DEVELOPMENT | | WORKFORCE AND ECONOMIC DEVELOPMENT | |
|---|---|---|---|---|---|
| Total Population | 8,569 | Racial Diversity Index | 45.53% | % Pop. Ages 25-64 w/ H.S. Diploma ONLY | 16.86% |
| Male | 4,513 | Economic Diversity Index | 78.51% | % of Population Ages 25-64 w/ Some College | 63.67% |
| Female | 4,056 | | | % of Population Ages 16-64 That Is Employed | 72.65% |
| % Black | 9.60% | | | % of Population Ages 16-64 that is Unemployed | 4.25% |
| % White | 68.89% | **CHILDREN FAMILY HEALTH, SAFETY, AND WELL-BEING** | | % of Population Ages 16-64 that is Not in Labor Force | 22.67% |
| % Native American | 1.09% | Median Household Income | $41,898 | Official Unemployment Rate | 5.50% |
| % Asian | 2.10% | % Hshlds Earning $0-$25,000 | 28.30% | | |
| % Pacific Islander | 0.04% | % Hshlds Earning $25,000-$40,000 | 19.20% | | |
| % 2 or More Races | 2.46% | % Hshlds Earning $40,000-$60,000 | 21.20% | **URBAN ENVIRONMENT AND TRANSIT** | |
| % Other | 0.43% | % Hshlds Earning $60,000-$75,000 | 11.20% | (% of Population Ages 16+) | |
| % Hispanic | 15.39% | % Hshlds Earning $75,000+ | 20.00% | | |
| % 0 to 17 | 13.60% | | | Using Public Transit to Get to Work | 14.05% |
| % 18 to 24 | 12.13% | **%Earning Below Self Sufficiency Standard:** | | Walking or Biking to Get to Work | 13.98% |
| % 25 to 44 | 42.91% | | | Using a mode of transportation other than car | 28.03% |
| % 45 to 64 | 20.18% | Married Couple Families w/ 1-5 Children | 31.08% | | |
| % 65+ | 11.19% | 'Other' Families w/ 1-5 Children | 72.06% | Travel time to work (minutes) | |
| Households | 4,242 | | | 0-14 | 28.78% |
| Total Families with | | | | 15-29 | 35.53% |
| Related Children | 649 | **EDUCATION AND YOUTH** | | 30-44 | 20.53% |
| % Hshlds w/Related | | (% of Population Ages 16-19) | | 45+ | 15.16% |
| Children under 18 | 15.30% | | | | |
| Avg Hshld Size | 2.06 | Working and/ or in School | 83.12% | | |

[1] Data is from 2000 US Census

### HOUSING AND COMMUNITY DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Total Residential Properties | 3,120 | 4,025 | 3,981 | 27.60 |
| Residential Properties w/ a Rehab Investment of $5,000+ | 8.62 | 12.27 | 7.18 | -1.44 |
| Residential Properties that are vacant at year's end | 3.56 | 2.31 | 1.48 | -2.86 |
| Median Number of Days on the market | 41 | 97 | 113 | 176 |
| Owner Occupancy Rate | 55.33 | 54.87 | 51.72 | -3.61 |
| Number of Evictions per 1,000 people | 5.25 | 3.27 | 1.87 | -64.44 |
| Rate of properties under Mortgage Foreclosure | 1.22 | 0.50 | 1.51 | 0.29 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Median Sale Price for Residential Properties | $125,000 | $145,200 | $190,000 | $265,000 | $235,000 | $287,750 | 130.20 |
| Housing Units Sold | 204 | 237 | 293 | 305 | 336 | 264 | 29.41 |
| | | | | | | **Rent** | **Mortgage** |
| Affordability Index | | | | | | 32.98 | 25.93 |



### CHILDREN AND FAMILY HEALTH, SAFETY, AND WELL BEING

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Domestic Violence Rate | 32.70 | 24.27 | 14.70 | -18.00 |
| Juvenile Arrest Rate | 72.83 | 76.77 | 76.77 | 3.94 |
| Juvenile Arrest Rate: Violent Offenses | 11.81 | 15.75 | 23.62 | 11.81 |
| Juvenile Arrest Rate: Drug Related Offenses | 21.65 | 7.87 | 5.91 | -15.74 |
| % of all Juvenile Arrests where Juvenile has had at least one prior offense | 72.97 | 53.85 | 58.97 | -14.00 |
| Crime Rate | 158.48 | 104.68 | 96.28 | -62.20 |
| Violent Crime Rate | 33.03 | 22.17 | 19.26 | -13.77 |

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Teen Birth Rate | 117.20 | 108.11 | 101.35 | -15.85 |
| % of births delivered at term (37-42 weeks) | 91.45 | 89.93 | 87.20 | -4.25 |
| % of Births w/ Satisfactory Birth Weight | 93.16 | 94.63 | 92.00 | -1.16 |
| % if Births Where Mother Received Prenatal Care in 1st Trimester | 74.36 | 67.11 | 75.20 | 0.84 |

### WORKFORCE AND ECONOMIC DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Commercial Properties w/ Rehab Investment of $5,000+ | 7.60 | 12.46 | 14.81 | 7.21 |
| % Vacancy Among Commercial Properties | 2.00 | 1.23 | 0.93 | -1.08 |
| Total Commercial Properties | 1,447 | 570 | 540 | -167.96 |

| | 2007 |
|---|---|
| Total businesses as of the 4th quarter of year* | 494 |
| Total retail sales $ in thousands * | $117,344 |
| Businesses with under 50 employees | 301 |
| Businesses with 50-100 employees | 9 |
| Total employees | 5,109 |
| *Years prior to 2007 have been reported at the zip code level rather than CSA | |

### SANITATION

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Dirty Streets and Alleys | 5.02 | 23.10 | 30.70 | 42.40 | 44.70 | 60.57 | 55.55 |
| Rate of Clogged Storm Drains | 5.37 | 6.30 | 5.50 | 5.50 | 11.09 | 5.48 | 0.12 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Abandoned Vehicle Incidents | 36.41 | 48.80 | 47.60 | 41.00 | 41.20 | 39.44 | 3.03 |
| Rate of Rat Incidents | 5.72 | 5.4 | 14.4 | 6.1 | 20.77 | 5.95 | 0.23 |

### URBAN AND ENVIRONMENT AND TRANSIT

| | 2001 |
|---|---|
| % Tree Canopy Coverage (%) | 0.72% |

| Citywide Data | 2006 | 2007 |
|---|---|---|
| Number of Days with a Good Air Quality Index | 242 | 230 |
| Number of Days with a Moderate Air Quality Index | 84 | 81 |
| Number of Days with an Unhealthy Air Quality Index for Sensitive Groups | 30 | 48 |
| Number of Days with an Unhealthy Air Quality Index | 9 | 6 |
| Number of Code Red Days | 9 | 4 |
| Number of Days with temperatures above 90 degrees | 39 | 45 |
| Number of potential hazardous waste sites | 90 | 53 |

## EDUCATION AND YOUTH

**M.S.A. SCHOOL TEST SCORES**

| | 2005-2006 | | | | | 2006-2007 | | | | | Change | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | MATH | | READING | | Total | MATH | | READING | | Total | MATH | | READING | |
| | | P/A | B | P/A | B | | P/A | B | P/A | B | | P/A | B | P/A | B |
| **3rd Grade** | 34 | 46.67 | 53.33 | 60.00 | 40.00 | 28 | 59.09 | 40.91 | 76.19 | 23.81 | -17.65 | 12.42 | -12.42 | 16.19 | -16.19 |
| **5th Grade** | 28 | 41.67 | 58.33 | 50.00 | 50.00 | 31 | 74.07 | 25.93 | 51.85 | 48.15 | 10.71 | 32.41 | -32.41 | 1.85 | -1.85 |
| **8th Grade** | 32 | 29.17 | 70.83 | 58.33 | 41.67 | 25 | 16.67 | 83.33 | 47.83 | 52.17 | -21.88 | -12.50 | 12.50 | -10.51 | 10.51 |

B= Basic P/A=Proficient/Advanced

**H.S.A. TEST SCORES**
**2006-2007**

| | English | Biology | Government | Algebra |
|---|---|---|---|---|
| **% of Students Passing** | 71.43% | 90.91% | 70.59% | 45.16% |

**HIGH SCHOOL ACHIEVEMENT**

| | 2005-2006 | 2006-2007 | Change |
|---|---|---|---|
| Dropout Rate | 8.24 | 12.64 | 4.41 |
| Completion Rate | 84.62 | 80.00 | -4.62 |

**ENROLLMENT**

| | Number of Students Enrolled in Public School | | | % of students absent 20 or more days | | |
|---|---|---|---|---|---|---|
| | 2005-2006 | 2006-2007 | Change | 2005-2006 | 2006-2007 | Change |
| **1st-5th Grade** | 164 | 161 | -1.83 | 20.73 | 8.70 | -12.04 |
| **6th-8th Grade** | 106 | 90 | -15.09 | 20.75 | 26.67 | 5.91 |
| **9th-12th Grade** | 85 | 87 | 2.35 | | | |

## NEIGHBORHOOD ACTION AND SENSE OF COMMUNITY

| | 2008 |
|---|---|
| Neighborhood Associations | 6 |
| CDCs | 1 |
| "Umbrella" Organizations | 1 |
| Parks and environmental stewardship groups | 0 |
| Healthy Neighborhood Initiative program* | no |
| CHAP Properties* | 1395 |

*2007 Data

| | 2002 General Election | 2004 General Election | 2006 General Election | Change |
|---|---|---|---|---|
| % of Population Ages 18+ Who are registered to vote | 52.53% | 61.08% | 70.44% | 17.91% |
| % of Population Ages 18+ Who Voted | 28.93% | 40.84% | 29.69% | 0.76% |
| % of Population Ages 18-25 Who Registered to Vote | 26.59% | 36.75% | 64.82% | 38.23% |
| % of Population Ages 18-25 Who Voted | 10.00% | 25.71% | 12.69% | 2.69% |

BALTIMORE NEIGHBORHOOD INDICATORS ALLIANCE

# COMMUNITY STATISTICAL AREA PROFILE
## Inner Harbor/Federal Hill
## CSA #29

### *VITAL SIGNS* DEMOGRAPHIC DATA[1]

| DEMOGRAPHICS | | HOUSING & COMMUNITY DEVELOPMENT | | WORKFORCE AND ECONOMIC DEVELOPMENT | |
|---|---|---|---|---|---|
| Total Population | 12,264 | Racial Diversity Index | 33.08% | % Pop. Ages 25-64 w/ H.S. Diploma ONLY | 14.84% |
| Male | 6,049 | Economic Diversity Index | 76.52% | % of Population Ages 25-64 w/ Some College | 72.56% |
| Female | 6,215 | | | % of Population Ages 16-64 That Is Employed | 75.05% |
| % Black | 15.13% | | | % of Population Ages 16-64 that is Unemployed | 3.29% |
| % White | 79.13% | **CHILDREN FAMILY HEALTH, SAFETY, AND WELL-BEING** | | % of Population Ages 16-64 that is Not in Labor Force | 21.57% |
| % Native American | 0.22% | Median Household Income | $51,615 | Official Unemployment Rate | 4.19% |
| % Asian | 2.32% | % Hshlds Earning $0-$25,000 | 27.80% | | |
| % Pacific Islander | 0.04% | % Hshlds Earning $25,000-$40,000 | 12.90% | | |
| % 2 or More Races | 1.14% | % Hshlds Earning $40,000-$60,000 | 16.40% | **URBAN ENVIRONMENT AND TRANSIT** | |
| % Other | 0.28% | % Hshlds Earning $60,000-$75,000 | 11.00% | (% of Population Ages 16+) | |
| % Hispanic | 1.74% | % Hshlds Earning $75,000+ | 31.90% | | |
| % 0 to 17 | 11.86% | | | Using Public Transit to Get to Work | 6.36% |
| % 18 to 24 | 8.62% | **%Earning Below Self Sufficiency Standard:** | | Walking or Biking to Get to Work | 20.88% |
| % 25 to 44 | 43.84% | | | Using a mode of transportation other than car | 27.24% |
| % 45 to 64 | 20.91% | Married Couple Families w/ 1-5 Children | 23.00% | | |
| % 65+ | 14.76% | 'Other' Families w/ 1-5 Children | 91.89% | Travel time to work (minutes) | |
| Households | 6,062 | | | 0-14 | 27.24% |
| Total Families with | | | | 15-29 | 43.91% |
| Related Children | 838 | **EDUCATION AND YOUTH** | | 30-44 | 15.60% |
| % Hshlds w/Related | | (% of Population Ages 16-19) | | 45+ | 13.25% |
| Children under 18 | 13.82% | | | | |
| Avg Hshld Size | 1.97 | Working and/ or in School | 84.57% | | |

[1] Data is from 2000 US Census

### HOUSING AND COMMUNITY DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Total Residential Properties | 4,425 | 5,752 | 5,892 | 33.15 |
| Residential Properties w/ a Rehab Investment of $5,000+ | 6.21 | 8.38 | 7.72 | 1.51 |
| Residential Properties that are vacant at year's end | 1.40 | 1.57 | 0.88 | -1.05 |
| Median Number of Days on the market | 25 | 94 | 97 | 288 |
| Owner Occupancy Rate | 69.05 | 59.76 | 59.95 | -9.11 |
| Number of Evictions per 1,000 people | 3.02 | 3.18 | 1.06 | -64.86 |
| Rate of properties under Mortgage Foreclosure | 0.90 | 0.14 | 0.98 | 0.08 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Median Sale Price for Residential Properties | $180,000 | $220,000 | $257,250 | $299,250 | $336,000 | $329,000 | 82.78 |
| Housing Units Sold | 444 | 403 | 502 | 518 | 347 | 394 | -11.26 |

| | Rent | Mortgage |
|---|---|---|
| Affordability Index | 33.03 | 23.38 |



### CHILDREN AND FAMILY HEALTH, SAFETY, AND WELL BEING

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Domestic Violence Rate | 19.50 | 13.05 | 8.81 | -10.69 |
| Juvenile Arrest Rate | 93.97 | 170.21 | 120.57 | 26.60 |
| Juvenile Arrest Rate: Violent Offenses | 12.41 | 7.09 | 17.73 | 5.32 |
| Juvenile Arrest Rate: Drug Related Offenses | 40.78 | 28.37 | 21.28 | -19.50 |
| % of all Juvenile Arrests where Juvenile has had at least one prior offense | 62.26 | 50.00 | 44.12 | -18.14 |
| Crime Rate | 172.13 | 114.73 | 122.23 | -49.90 |
| Violent Crime Rate | 17.86 | 16.23 | 14.51 | -3.35 |

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Teen Birth Rate | 70.20 | 48.13 | 32.09 | -38.11 |
| % of births delivered at term (37-42 weeks) | 89.13 | 88.36 | 85.71 | -3.42 |
| % of Births w/ Satisfactory Birth Weight | 92.03 | 93.15 | 88.44 | -3.59 |
| % if Births Where Mother Received Prenatal Care in 1st Trimester | 93.48 | 86.99 | 81.63 | -11.85 |

### WORKFORCE AND ECONOMIC DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Commercial Properties w/ Rehab Investment of $5,000+ | 7.78 | 40.14 | 26.79 | 19.00 |
| % Vacancy Among Commercial Properties | 0.60 | 0.36 | 0.54 | -0.06 |
| Total Commercial Properties | 1,002 | 558 | 560 | -78.93 |

| | 2007 |
|---|---|
| Total businesses as of the 4th quarter of year* | 824 |
| Total retail sales $ in thousands * | $247,452 |
| Businesses with under 50 employees | 553 |
| Businesses with 50-100 employees | 18 |
| Total employees | 15,973 |

*Years prior to 2007 have been reported at the zip code level rather than CSA

### SANITATION

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Dirty Streets and Alleys | 4.81 | 15.70 | 20.40 | 32.70 | 51.53 | 52.02 | 47.21 |
| Rate of Clogged Storm Drains | 4.00 | 6.00 | 4.50 | 6.30 | 14.19 | 5.54 | 1.55 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Abandoned Vehicle Incidents | 26.42 | 25.40 | 30.60 | 25.50 | 21.44 | 26.50 | 0.08 |
| Rate of Rat Incidents | 6.93 | 12.4 | 18.8 | 11.9 | 10.60 | 4.89 | -2.04 |

### URBAN AND ENVIRONMENT AND TRANSIT

| | 2001 |
|---|---|
| % Tree Canopy Coverage (%) | 1.44% |

| Citywide Data | 2006 | 2007 |
|---|---|---|
| Number of Days with a Good Air Quality Index | 242 | 230 |
| Number of Days with a Moderate Air Quality Index | 84 | 81 |
| Number of Days with an Unhealthy Air Quality Index for Sensitive Groups | 30 | 48 |
| Number of Days with an Unhealthy Air Quality Index | 9 | 6 |
| Number of Code Red Days | 9 | 4 |
| Number of Days with temperatures above 90 degrees | 39 | 45 |
| Number of potential hazardous waste sites | 90 | 53 |

## EDUCATION AND YOUTH

**M.S.A. SCHOOL TEST SCORES**

| | 2005-2006 | | | | | 2006-2007 | | | | | Change | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | MATH | | READING | | Total | MATH | | READING | | Total | MATH | | READING | |
| | | P/A | B | P/A | B | | P/A | B | P/A | B | | P/A | B | P/A | B |
| **3rd Grade** | 29 | 40.91 | 59.09 | 63.64 | 36.36 | 35 | 80.00 | 20.00 | 86.67 | 13.33 | 20.69 | 39.09 | -39.09 | 23.03 | -23.03 |
| **5th Grade** | 35 | 37.50 | 62.50 | 43.75 | 56.25 | 31 | 84.00 | 16.00 | 88.00 | 12.00 | -11.43 | 46.50 | -46.50 | 44.25 | -44.25 |
| **8th Grade** | 43 | 35.14 | 64.86 | 43.24 | 56.76 | 25 | 40.91 | 59.09 | 36.36 | 63.64 | -41.86 | 5.77 | -5.77 | -6.88 | 6.88 |

B= Basic P/A=Proficient/Advanced

**H.S.A. TEST SCORES**
**2006-2007**

| | English | Biology | Government | Algebra |
|---|---|---|---|---|
| **% of Students Passing** | 67.74% | 57.14% | 70.73% | 29.82% |

**HIGH SCHOOL ACHIEVEMENT**

| | 2005-2006 | 2006-2007 | Change |
|---|---|---|---|
| Dropout Rate | 6.72 | 3.79 | -2.93 |
| Completion Rate | 75.00 | 75.86 | 0.86 |

**ENROLLMENT**

| Number of Students Enrolled in Public School | | | | % of students absent 20 or more days | | |
|---|---|---|---|---|---|---|
| | 2005-2006 | 2006-2007 | Change | 2005-2006 | 2006-2007 | Change |
| **1st-5th Grade** | 178 | 164 | -7.87 | 16.29 | 14.63 | -1.66 |
| **6th-8th Grade** | 110 | 95 | -13.64 | 27.27 | 23.16 | -4.11 |
| **9th-12th Grade** | 134 | 132 | -1.49 | | | |

## NEIGHBORHOOD ACTION AND SENSE OF COMMUNITY

| | 2008 |
|---|---|
| Neighborhood Associations | 11 |
| CDCs | 0 |
| "Umbrella" Organizations | 0 |
| Parks and environmental stewardship groups | 0 |
| Healthy Neighborhood Initiative program* | no |
| CHAP Properties* | 561 |

*2007 Data

| | 2002 General Election | 2004 General Election | 2006 General Election | Change |
|---|---|---|---|---|
| % of Population Ages 18+ Who are registered to vote | 66.56% | 78.50% | 67.48% | 0.92% |
| % of Population Ages 18+ Who Voted | 51.00% | 37.19% | 57.73% | 6.73% |
| % of Population Ages 18-25 Who Registered to Vote | 41.83% | 56.85% | 136.21% | 94.38% |
| % of Population Ages 18-25 Who Voted | 15.17% | 42.95% | 25.31% | 10.14% |

# COMMUNITY STATISTICAL AREA PROFILE
## South Baltimore
## CSA #48

BALTIMORE NEIGHBORHOOD INDICATORS ALLIANCE

### *VITAL SIGNS* DEMOGRAPHIC DATA[1]

| DEMOGRAPHICS | | HOUSING & COMMUNITY DEVELOPMENT | | WORKFORCE AND ECONOMIC DEVELOPMENT | |
|---|---|---|---|---|---|
| Total Population | 5,881 | Racial Diversity Index | 8.57% | % Pop. Ages 25-64 w/ H.S. Diploma ONLY | 30.11% |
| Male | 2,886 | Economic Diversity Index | 77.93% | % of Population Ages 25-64 w/ Some College | 39.63% |
| Female | 2,995 | | | % of Population Ages 16-64 That Is Employed | 68.77% |
| % Black | 2.01% | | | % of Population Ages 16-64 that is Unemployed | 5.35% |
| % White | 94.64% | **CHILDREN FAMILY HEALTH, SAFETY, AND WELL-BEING** | | % of Population Ages 16-64 that is Not in Labor Force | 25.88% |
| % Native American | 0.17% | Median Household Income | $39,354 | Official Unemployment Rate | 7.22% |
| % Asian | 0.78% | % Hshlds Earning $0-$25,000 | 30.70% | | |
| % Pacific Islander | 0.07% | % Hshlds Earning $25,000-$40,000 | 20.10% | | |
| % 2 or More Races | 0.85% | % Hshlds Earning $40,000-$60,000 | 22.10% | **URBAN ENVIRONMENT AND TRANSIT** | |
| % Other | 0.10% | % Hshlds Earning $60,000-$75,000 | 11.90% | (% of Population Ages 16+) | |
| % Hispanic | 1.38% | % Hshlds Earning $75,000+ | 15.25% | | |
| % 0 to 17 | 19.69% | | | Using Public Transit to Get to Work | 12.03% |
| % 18 to 24 | 8.21% | **%Earning Below Self Sufficiency Standard:** | | Walking or Biking to Get to Work | 16.67% |
| % 25 to 44 | 34.31% | | | Using a mode of transportation other than car | 28.73% |
| % 45 to 64 | 23.14% | Married Couple Families w/ 1-5 Children | 38.10% | | |
| % 65+ | 14.64% | 'Other' Families w/ 1-5 Children | 71.74% | Travel time to work (minutes) | |
| Households | 2,568 | | | 0-14 | 25.13% |
| Total Families with | | | | 15-29 | 45.20% |
| Related Children | 653 | **EDUCATION AND YOUTH** | | 30-44 | 16.76% |
| % Hshlds w/Related | | (% of Population Ages 16-19) | | 45+ | 12.91% |
| Children under 18 | 25.43% | | | | |
| Avg Hshld Size | 2.34 | Working and/ or in School | 72.32% | | |

[1] Data is from 2000 US Census

### HOUSING AND COMMUNITY DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Total Residential Properties | 2,768 | 3,016 | 2,842 | 2.67 |
| Residential Properties w/ a Rehab Investment of $5,000+ | 7.91 | 15.62 | 9.15 | 1.24 |
| Residential Properties that are vacant at year's end | 1.88 | 1.96 | 1.90 | -1.38 |
| Median Number of Days on the market | 39 | 89 | 104 | 169 |
| Owner Occupancy Rate | 73.08 | 52.60 | 67.17 | -5.90 |
| Number of Evictions per 1,000 people | 6.29 | 3.06 | -51.35 | |
| Rate of properties under Mortgage Foreclosure | 1.41 | 0.27 | 2.15 | 0.74 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Median Sale Price for Residential Properties | $141,000 | $150,000 | $193,500 | $248,533 | $318,500 | $288,500 | 104.61 |
| Housing Units Sold | 232 | 220 | 298 | 274 | 208 | 209 | -9.91 |

| | Rent | Mortgage |
|---|---|---|
| Affordability Index | 39.69 | 29.43 |



### CHILDREN AND FAMILY HEALTH, SAFETY, AND WELL BEING

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Domestic Violence Rate | 33.20 | 17.51 | 12.07 | -21.13 |
| Juvenile Arrest Rate | 46.46 | 32.32 | 26.26 | -20.20 |
| Juvenile Arrest Rate: Violent Offenses | 2.02 | 6.06 | 2.02 | 0.00 |
| Juvenile Arrest Rate: Drug Related Offenses | 4.04 | 0.00 | 4.04 | 0.00 |
| % of all Juvenile Arrests where Juvenile has had at least one prior offense | 60.87 | 62.50 | 69.23 | 8.36 |
| Crime Rate | 88.93 | 73.12 | 51.35 | -37.58 |
| Violent Crime Rate | 11.90 | 6.80 | 6.29 | -5.61 |

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Teen Birth Rate | 26.20 | 16.30 | 27.17 | 0.97 |
| % of births delivered at term (37-42 weeks) | 89.87 | 88.75 | 89.89 | 0.02 |
| % of Births w/ Satisfactory Birth Weight | 93.67 | 92.50 | 94.38 | 0.76 |
| % if Births Where Mother Received Prenatal Care in 1st Trimester | 86.08 | 93.75 | 84.27 | -2.10 |

### WORKFORCE AND ECONOMIC DEVELOPMENT

| | 2002 | 2006 | 2007 | Change |
|---|---|---|---|---|
| Commercial Properties w/ Rehab Investment of $5,000+ | 7.11 | 31.89 | 18.92 | 11.81 |
| % Vacancy Among Commercial Properties | 0.51 | 2.36 | 1.08 | 0.57 |
| Total Commercial Properties | 197 | 254 | 185 | -6.49 |

| | 2007 |
|---|---|
| Total businesses as of the 4th quarter of year* | 238 |
| Total retail sales $ in thousands * | $175,715 |
| Businesses with under 50 employees | 152 |
| Businesses with 50-100 employees | 9 |
| Total employees | 4,089 |
| *Years prior to 2007 have been reported at the zip code level rather than CSA | |

### SANITATION

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Dirty Streets and Alleys | 6.80 | 18.40 | 22.60 | 40.3 | 47.27 | 45.23 | 38.43 |
| Rate of Clogged Storm Drains | 4.59 | 6.80 | 4.80 | 5.30 | 15.64 | 7.31 | 2.72 |

| | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | Change |
|---|---|---|---|---|---|---|---|
| Rate of Abandoned Vehicle Incidents | 58.15 | 66.10 | 63.40 | 57.50 | 48.97 | 40.98 | -17.17 |
| Rate of Rat Incidents | 10.88 | 25 | 39.5 | 19.6 | 22.28 | 22.45 | 11.56 |

### URBAN AND ENVIRONMENT AND TRANSIT

| | 2001 |
|---|---|
| % Tree Canopy Coverage (%) | 1.95% |

| Citywide Data | 2006 | 2007 |
|---|---|---|
| Number of Days with a Good Air Quality Index | 242 | 230 |
| Number of Days with a Moderate Air Quality Index | 84 | 81 |
| Number of Days with an Unhealthy Air Quality Index for Sensitive Groups | 30 | 48 |
| Number of Days with an Unhealthy Air Quality Index | 9 | 6 |
| Number of Code Red Days | 9 | 4 |
| Number of Days with temperatures above 90 degrees | 39 | 45 |
| Number of potential hazardous waste sites | 90 | 53 |

## EDUCATION AND YOUTH

**M.S.A. SCHOOL TEST SCORES**

| | 2005-2006 | | | | | 2006-2007 | | | | | Change | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | MATH | | READING | | Total | MATH | | READING | | Total | MATH | | READING | |
| | | P/A | B | P/A | B | | P/A | B | P/A | B | | P/A | B | P/A | B |
| **3rd Grade** | 35 | 79.31 | 20.69 | 79.31 | 20.69 | 28 | 75.00 | 25.00 | 87.50 | 12.50 | -20.00 | -4.31 | 4.31 | 8.19 | -8.19 |
| **5th Grade** | 30 | 71.43 | 28.57 | 82.14 | 17.86 | 22 | 90.48 | 9.52 | 100.00 | 0.00 | -26.67 | 19.05 | -19.05 | 17.86 | -17.86 |
| **8th Grade** | 38 | 55.17 | 44.83 | 65.52 | 34.48 | 29 | 44.00 | 56.00 | 72.00 | 28.00 | -23.68 | -11.17 | 11.17 | 6.48 | -6.48 |

B= Basic P/A=Proficient/Advanced

**H.S.A. TEST SCORES**
**2006-2007**

| | English | Biology | Government | Algebra |
|---|---|---|---|---|
| **% of Students Passing** | 56.25% | 71.43% | 63.64% | 65.17% |

**HIGH SCHOOL ACHIEVEMENT**

| | 2005-2006 | 2006-2007 | Change |
|---|---|---|---|
| Dropout Rate | 9.38 | 7.14 | -2.23 |
| Completion Rate | 92.86 | 75.00 | -17.86 |

**ENROLLMENT**

| Number of Students Enrolled in Public School | | | | % of students absent 20 or more days | | |
|---|---|---|---|---|---|---|
| | 2005-2006 | 2006-2007 | Change | 2005-2006 | 2006-2007 | Change |
| **1st-5th Grade** | 167 | 156 | -6.59 | 20.96 | 12.82 | -8.14 |
| **6th-8th Grade** | 126 | 97 | -23.02 | 30.16 | 25.77 | -4.39 |
| **9th-12th Grade** | 96 | 98 | 2.08 | | | |

## NEIGHBORHOOD ACTION AND SENSE OF COMMUNITY

| | 2008 |
|---|---|
| Neighborhood Associations | 3 |
| CDCs | 0 |
| "Umbrella" Organizations | 1 |
| Parks and environmental stewardship groups | 0 |
| Healthy Neighborhood Initiative program* | no |
| CHAP Properties* | 0 |

*2007 Data

| | 2002 General Election | 2004 General Election | 2006 General Election | Change |
|---|---|---|---|---|
| % of Population Ages 18+ Who are registered to vote | 67.37% | 85.11% | 67.96% | 0.59% |
| % of Population Ages 18+ Who Voted | 47.66% | 38.55% | 63.52% | 15.86% |
| % of Population Ages 18-25 Who Registered to Vote | 38.37% | 55.18% | 123.72% | 85.35% |
| % of Population Ages 18-25 Who Voted | 14.26% | 38.54% | 22.17% | 7.91% |

**Maryland Counties**
**2007 to 2008 School Year**

| Rank | County | Grade 3 | | Grade 5 | | Grade 8 | | High School Assessment | | | | Composite |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Math | Reading | Math | Reading | Math | Reading | Algebra | Biology | English | Government | |
| 1 | Howard | 88.3 | 90.2 | 87.9 | 93.8 | 79.7 | 86.8 | 87.1 | 87.1 | 85.7 | 89.4 | **87.6** |
| 2 | Calvert | 90.4 | 89.8 | 90.5 | 93.1 | 76.7 | 86.7 | 84.2 | 86 | 85.6 | 87 | **87.0** |
| 3 | Carroll | 91.9 | 91.5 | 90.4 | 93.7 | 74.8 | 87.2 | 83.5 | 88.3 | 82.1 | 83.4 | **86.7** |
| 4 | Washington | 85.6 | 85.8 | 83.4 | 88.4 | 76.2 | 77.8 | 89.2 | 80.3 | 77.3 | 86.6 | **83.1** |
| 5 | Montgomery | 85.6 | 86.4 | 86.3 | 91.2 | 73.1 | 83.3 | 77.8 | 80.6 | 77.2 | 87.6 | **82.9** |
| 6 | Worcester | 92.3 | 92.4 | 86.6 | 88.8 | 84.9 | 88.4 | 73.8 | 75.6 | 72.7 | 72.6 | **82.8** |
| 7 | Frederick | 87.3 | 87.3 | 83.7 | 90.6 | 75.5 | 83 | 79 | 83.5 | 78.9 | 77.9 | **82.7** |
| 8 | Queen Anne's | 88.5 | 88.8 | 88.7 | 92.9 | 73.4 | 83 | 68.5 | 75 | 77.8 | 84.8 | **82.1** |
| 9 | Harford | 88.5 | 87.4 | 85.8 | 91.5 | 63.4 | 82 | 81.4 | 82.3 | 79.4 | 79.2 | **82.1** |
| 10 | Garrett | 85.1 | 84.5 | 79.9 | 89.5 | 76.1 | 76.4 | 83.5 | 84.6 | 76.4 | 79.6 | **81.6** |
| 11 | Anne Arundel | 86.8 | 88.1 | 86.8 | 91.7 | 72.6 | 76 | 69.7 | 74.9 | 75.4 | 84.4 | **80.8** |
| 12 | Saint Mary's | 87.5 | 86 | 86 | 90 | 70.9 | 80 | 83 | 86.5 | 79 | 53.8 | **80.3** |
| 13 | Cecil | 82.1 | 84.6 | 79.5 | 84.4 | 70.7 | 74.8 | 83.2 | 77.6 | 73.4 | 74.1 | **78.4** |
| 14 | Talbot | 83.4 | 82.6 | 83.8 | 88.9 | 66 | 80.5 | 64.6 | 76.6 | 74.3 | 75.7 | **77.6** |
| 15 | Caroline | 86.1 | 86.6 | 84.6 | 90.5 | 66.1 | 70.2 | 66.4 | 72.1 | 67 | 83.1 | **77.3** |
| 16 | Allegany | 80 | 82 | 80.5 | 88.2 | 69 | 77.8 | 81.7 | 74.1 | 67.1 | 58 | **75.8** |
| 17 | Charles | 79.8 | 81.2 | 75 | 85 | 60.5 | 74 | 67.8 | 73.7 | 73.6 | 68.6 | **73.9** |
| 18 | Baltimore County | 83.2 | 85 | 80.2 | 87.1 | 60.4 | 70.4 | 55.1 | 62.3 | 68.3 | 65.3 | **71.7** |
| 19 | Wicomico | 82 | 80.6 | 79 | 82.4 | 52.3 | 66.2 | 67.3 | 65.8 | 65.1 | 74.4 | **71.6** |
| 20 | Dorchester | 69.3 | 75.3 | 73.7 | 75.8 | 48.9 | 60.9 | 78.2 | 64.4 | 61.9 | 60.6 | **66.9** |
| 21 | Kent | 85 | 91.5 | 76.9 | 86.1 | 51.2 | 67.5 | 44.7 | 66.3 | 67.3 | 28.8 | **66.6** |
| 22 | Somerset | 74.8 | 78.2 | 77.8 | 87.9 | 50.2 | 67.3 | 57 | 63 | 63.1 | 42.2 | **66.2** |
| 23 | Prince George's | 72.4 | 71.5 | 69.3 | 77.2 | 42.3 | 56.7 | 45.3 | 48.6 | 57.3 | 61.5 | **60.2** |
| 24 | Baltimore City | 72.2 | 73.1 | 67.3 | 75.9 | 28.4 | 49 | 28.6 | 39.9 | 48.1 | 52.2 | **53.5** |
| | Maryland Average | 83.8 | 84.6 | 81.8 | 87.7 | 65.2 | 75.2 | 70.9 | 73.7 | 72.3 | 71.3 | **79.7** |

Source: Maryland State Department of Education.

Maryland School Assessment - Percent Proficient or Advanced
Elementary Schools of Baltimore City
2007 to 2008 School Year

| Rank | School | Grade 3 | | Grade 4 | | Grade 5 | | |
|---|---|---|---|---|---|---|---|---|
| | | Math | Reading | Math | Reading | Math | Reading | Composite |
| 1 | George Washington Elementary | 90 | 96.7 | 100 | 100 | 94.1 | 97 | 96.3 |
| 2 | Franklin Square Elementary | 97.8 | 100 | 97 | 97 | 87.8 | 95.1 | 95.8 |
| 3 | Cecil Elementary | 98.1 | 98.1 | 97.9 | 95.9 | 90.5 | 92.9 | 95.6 |
| 4 | Roland Park Elementary/Middle | 94.9 | 97.4 | 96.6 | 100 | 88.2 | 94.1 | 95.5 |
| 5 | Mount Washington Elementary | 84.2 | 94.7 | 100 | 100 | 91.1 | 100 | 95.0 |
| 6 | Abbottston Elementary | 100 | 97.3 | 94.4 | 100 | 86.8 | 89.5 | 94.7 |
| 7 | Gwynns Falls Elementary | 92.9 | 91.1 | 92.9 | 90 | 95.4 | 98.4 | 93.5 |
| 8 | Johnston Square Elementary | 0.7 | 89.2 | 95 | 98.4 | 84.6 | 94.2 | 92.0 |
| 9 | Hamilton Elementary/Middle | 88.4 | 88.4 | 96.3 | 98.1 | 87.7 | 93 | 92.0 |
| 10 | Midtown Academy | 85.7 | 80.9 | 95.2 | 100 | 90.4 | 90.5 | 90.5 |
| 11 | Barclay Elementary/Middle | 90 | 94 | 94.3 | 88.5 | 91.2 | 79 | 89.5 |
| 12 | Medfield Heights Elementary | 98 | 91.8 | 89.5 | 87.7 | 83.1 | 88.7 | 89.5 |
| 13 | Morrell Park Elementary/Middle | 100 | 95.3 | 86.9 | 85.5 | 86.5 | 81 | 89.4 |
| 14 | Thomas Johnson Elementary | 96.5 | 93.1 | 97.2 | 94.1 | 72.4 | 82.7 | 89.3 |
| 15 | James Mosher Elementary | 75.6 | 78.1 | 97.5 | 95.1 | 92.8 | 96.4 | 89.3 |
| 16 | Armistead Gardens Elementary | 94.4 | 86.1 | 97.3 | 81.6 | 95.5 | 80 | 89.2 |
| 17 | Gardenville Elementary | 90.6 | 89.1 | 83.3 | 87 | 92.9 | 91.2 | 89.0 |
| 18 | Fort Worthington Elementary | 90.9 | 88.1 | 88.1 | 91.6 | 85.3 | 86.3 | 88.6 |
| 19 | Bentalou Elementary | 81.1 | 83.1 | 94.9 | 94.9 | 87.5 | 89.3 | 88.5 |
| 20 | Calvin M. Rodwell Elementary | 86.4 | 97.7 | 73.1 | 86.6 | 95 | 87.5 | 87.7 |
| 21 | Lyndhurst Elementary | 87.8 | 77.5 | 100 | 100 | 76.7 | 83.3 | 87.6 |
| 22 | Leith Walk Elementary | 85.2 | 89.4 | 90 | 94.4 | 79.7 | 84.5 | 87.2 |
| 23 | Margaret Brent Elementary | 93.6 | 87.1 | 96.3 | 77.8 | 72.7 | 95.4 | 87.2 |
| 24 | Rosemont Elementary | 83 | 79.2 | 89.2 | 91.9 | 83.3 | 95.2 | 87.0 |
| 25 | Francis Scott Key Elementary/Middle | 91.3 | 82.6 | 92 | 84 | 83.3 | 87.5 | 86.8 |
| 26 | Federal Hill Elementary | 94.4 | 84.1 | 92.3 | 94.6 | 80 | 82.6 | 86.4 |
| 27 | Liberty Elementary | 94.1 | 98 | 88.5 | 93.3 | 54.8 | 88.1 | 86.1 |
| 28 | Langston Hughes Elementary | 72.8 | 94 | 100 | 100 | 57.1 | 92.8 | 86.1 |
| 29 | Empowerment Academy | 95.2 | 95.3 | 83.3 | 86.7 | 85 | 70 | 85.8 |
| 30 | Bay-Brook Elementary | 78.1 | 87.3 | 86 | 88.2 | 78 | 96 | 85.6 |
| 31 | Dallas F. Nicholas Sr. Elementary | 78.1 | 68.3 | 88.6 | 97.8 | 89.5 | 89.5 | 85.3 |
| 32 | Hilton Elementary | 87.9 | 78.8 | 90.9 | 90.9 | 83.3 | 77.8 | 84.9 |
| 33 | Windsor Hills Elementary | 93.8 | 100.1 | 88 | 76 | 88.2 | 81.8 | 84.7 |
| 34 | Callaway Elementary | 80 | 100 | 93.1 | 81.1 | 75.8 | 77.7 | 84.6 |
| 35 | Thomas Jefferson Elementary | 82.5 | 80 | 79.5 | 79.5 | 87.5 | 92.5 | 83.6 |
| 36 | Hampden Elementary | 83.4 | 80 | 95.3 | 90.4 | 62 | 88.6 | 83.5 |
| 37 | Lockerman Bundy Elementary | 77.8 | 83.3 | 92 | 84 | 85.2 | 77.7 | 83.3 |
| 38 | William Pinderhughes Elementary | 100 | 94.1 | 90.9 | 81.8 | 60.9 | 88.6 | 82.9 |
| 39 | Graceland Park Elementary | 97.3 | 94.7 | 80 | 76.1 | 73.7 | 72.5 | 82.4 |
| 40 | Westside Elementary | 94.6 | 94.6 | 81.3 | 85.7 | 67.7 | 87.1 | 82.3 |
| 41 | Mount Royal Elementary/Middle | 86.2 | 70.3 | 85.7 | 84.3 | 86.8 | 80.6 | 82.3 |
| 42 | Garrett Heights Elementary | 78.7 | 87.5 | 74.1 | 92.6 | 74 | 86 | 82.2 |
| 43 | Cross Country Elementary | 80.6 | 84.7 | 78.5 | 85.6 | 78 | 82 | 82.1 |
| 44 | Woodhome Elementary/Middle | 77.1 | 68.8 | 91.5 | 86.5 | 84.3 | 82.4 | 81.8 |
| 45 | Coldstream Park Elementary | 60 | 71.1 | 97.6 | 88.3 | 81.4 | 88.4 | 81.1 |
| 46 | Arlington Elementary | 66.3 | 80.2 | 94.7 | 85.3 | 68.7 | 90.6 | 81.0 |
| 47 | Northwood Elementary | 77.3 | 80.4 | 89.1 | 86.9 | 68.6 | 83.3 | 80.9 |
| 48 | General Wolfe Elementary | 60 | 62.5 | 95.2 | 76.2 | 94.1 | 94.1 | 80.4 |
| 49 | Northwood Community Academy | 86.5 | 78.4 | 71 | 89.5 | 61.1 | 94.5 | 80.2 |
| 50 | James McHenry Elementary | 75.5 | 87.7 | 85.7 | 88.1 | 64.1 | 79.3 | 80.1 |
| 100 | Patterson Park Public Charter School | 54.7 | 57.8 | 69.7 | 68.7 | 59.1 | 81.9 | 65.0 |
| 101 | Calverton | 61.8 | 67.7 | 73.7 | 71.1 | 42.1 | 72.2 | 64.8 |
| 102 | Rognel Heights Elementary/Middle | 65 | 60 | 86.7 | 73.3 | 25.6 | 74.3 | 64.2 |
| 103 | Commodore John Rogers Elementary | 84.4 | 77.4 | 58.4 | 70.8 | 43.3 | 46.7 | 63.5 |
| 104 | Edgecombe Circle Elementary | 58.8 | 51.3 | 80.6 | 79.1 | 55.7 | 71.1 | 62.8 |
| 105 | Sharp-Leadenhall Elementary | 37.5 | 50 | 93.8 | 70.6 | 52.9 | 64.7 | 61.6 |
| 106 | Dr. Rayner Browne Elementary | 64.2 | 53.6 | 52.9 | 58.8 | 63 | 70.4 | 60.5 |
| 107 | The Historic Samuel Coleridge-Taylor Elementary | 36.5 | 42.3 | 58.1 | 67.5 | 76 | 78 | 59.7 |
| 108 | Dr. Carter Godwin Woodson Prek through 8 | 62.2 | 60 | 75 | 56.1 | 47.2 | 55.5 | 59.3 |
| 109 | Frederick Elementary | 61.2 | 63 | 66 | 57.5 | 48.7 | 51.2 | 57.9 |
| 110 | Highlandtown Elementary #215 | 43.6 | 46.3 | 64.7 | 75.5 | 52.6 | 57.9 | 56.8 |
| 111 | Fallstaff Elementary | 60.7 | 57.1 | 63.6 | 70.5 | 25 | 61.1 | 56.3 |
| 112 | Patapsco Elementary/Middle | 56.4 | 38.5 | 60 | 57.1 | 59.4 | 59.4 | 55.1 |
| 113 | Samuel F. B. Morse Elementary | 72.4 | 68.1 | 42.3 | 35.5 | 40.5 | 59.5 | 53.2 |
| 114 | Collington Square Elementary | 27.7 | 42.4 | 72.4 | 65.3 | 34.1 | 75 | 52.8 |
| 115 | Furman L. Templeton Elementary | 40.9 | 43.8 | 67.3 | 69 | 41.7 | 47.3 | 51.7 |
| 116 | George G. Kelson Elementary | 54.2 | 62.5 | 71.4 | 47.6 | 29.6 | 44.4 | 51.6 |
| 117 | Harriet Tubman Elementary | 40 | 36.7 | 59.3 | 59.3 | 43.5 | 56.5 | 49.2 |
| 118 | City Springs Elementary | 40.8 | 56.3 | 31 | 65.5 | 31 | 47.7 | 45.4 |
| 119 | Cherry Hill Elementary/Middle | 32.6 | 26.1 | 51.3 | 51.3 | 51.7 | 58.6 | 45.3 |
| 120 | Gilmor Elementary | 41.7 | 46.6 | 41.4 | 36.6 | 23 | 39.4 | 38.8 |
| | Baltimore City Averages | 73.6 | 74.3 | 80.4 | 80.4 | 67.5 | 76.1 | 75.4 |

Source: Maryland State Department of Education.

Maryland School Assessment - Percent Proficient or Advanced
Middle Schools of Baltimore City
2007 to 2008 School Year

| Rank | School | Grade 7 Math | Grade 7 Reading | Grade 8 Math | Grade 8 Reading | Composite |
|---|---|---|---|---|---|---|
| 1 | KIPP Ujima Village Academy | 88.7 | 91.9 | 96.3 | 71.9 | 87.2 |
| 2 | Barclay Elementary/Middle | 82.5 | 87.7 | 75.5 | 95.9 | 85.4 |
| 3 | Federal Hill Elementary | 77.8 | 66.6 | 91.3 | 92.8 | 82.1 |
| 4 | Roland Park Elementary/Middle | 76.5 | 91.7 | 74.8 | 70.2 | 78.3 |
| 5 | The Crossroads School | 66 | 85.1 | 67.5 | 74.3 | 73.2 |
| 6 | Midtown Academy | 80 | 90 | 52.3 | 55.6 | 69.5 |
| 7 | Hampstead Hill Academy | 42.1 | 73.7 | 51.1 | 97.9 | 66.2 |
| 8 | Hampden Elementary | 57.5 | 80 | 17.2 | 92.9 | 61.9 |
| 9 | Waverly Elementary | 50 | 66.7 | 28.2 | 98.1 | 60.8 |
| 10 | Cross Country Elementary | 53.4 | 71.2 | 40.6 | 69.3 | 58.6 |
| 11 | Francis Scott Key Elementary/Middle | 65.8 | 86.3 | 37.4 | 43.2 | 58.2 |
| 12 | Hamilton Elementary/Middle | 37.1 | 70.8 | 65.9 | 57.3 | 57.8 |
| 13 | Rosemont Elementary | 80 | 87.5 | 32.1 | 31 | 57.7 |
| 14 | Collington Square Elementary | 46.1 | 75 | 32.7 | 75.5 | 57.3 |
| 15 | Glenmount Elementary/Middle | 49 | 75.5 | 39 | 64 | 56.9 |
| 16 | Violetville Elementary/Middle | 50 | 64.8 | 45.2 | 67.3 | 56.8 |
| 17 | Rognel Heights Elementary/Middle | 36.5 | 63.5 |  | 70.2 | 56.7 |
| 18 | Guilford Elementary/Middle | 60.5 | 92.1 | 45 | 28 | 56.4 |
| 19 | Stadium School | 42.7 | 73.2 | 48.6 | 57.1 | 55.4 |
| 20 | Lakeland Elementary/Middle | 18.3 | 57.3 | 43.3 | 100 | 54.7 |
| 21 | Morrell Park Elementary/Middle | 68.1 | 70.2 | 61.3 | 18.3 | 54.5 |
| 22 | Winston Middle | 44.5 | 66.4 | 28.8 | 77.5 | 54.3 |
| 23 | Woodhome Elementary/Middle | 42.4 | 81.4 | 17.6 | 71.1 | 53.1 |
| 24 | City Springs Elementary | 23.3 | 69.8 | 43.2 | 72.8 | 52.3 |
| 25 | ConneXions Community Leadership Academy | 25 | 82.5 | 33.3 | 68.3 | 52.3 |
| 26 | New Song Academy | 26.7 | 93.3 | 25 | 63.6 | 52.2 |
| 27 | Mount Royal Elementary/Middle | 62.3 | 82 | 55.6 | 4.5 | 51.1 |
| 28 | Dickey Hill Elementary/Middle | 34.8 | 71.7 | 32.7 | 62 | 50.3 |
| 29 | Laurence G. Paquin Middle/High |  | 40 |  | 59.1 | 49.6 |
| 30 | Northeast Middle | 22.8 | 60.3 | 24.5 | 90.5 | 49.5 |
| 31 | Chinquapin Middle | 21.6 | 59.5 | 18.8 | 98.1 | 49.5 |
| 32 | Hamilton Middle | 28.8 | 58.6 | 17.9 | 94 | 49.3 |
| 33 | Garrison Middle | 20.8 | 50.7 | 20.5 | 100 | 48.0 |
| 34 | Steuart Hill Academic Academy | 12.3 | 44.7 | 62.8 | 65.7 | 46.4 |
| 35 | Hazelwood Elementary/Middle | 37.8 | 53.6 | 29.2 | 56.5 | 44.3 |
| 36 | Cherry Hill Elementary/Middle | 20.6 | 52.9 | 21.1 | 79.3 | 43.5 |
| 37 | Moravia Park Primary | 15.4 | 53.4 | 17.6 | 85.7 | 43.0 |
| 38 | Arundel Elementary/Middle | 23.8 | 61.9 | 31 | 54.2 | 42.7 |
| 39 | Dr. Nathan A. Pitts Ashburton Elementary/Middle | 35.2 | 62 | 42.5 | 31 | 42.7 |
| 40 | North Bend Elementary | 35.6 | 66.6 | 20.8 | 47.7 | 42.7 |
| 41 | Patapsco Elementary/Middle | 27.7 | 59.5 | 9.8 | 72.4 | 42.4 |
| 42 | Dr. Carter Godwin Woodson Prek through 8 | 24.3 | 54 | 29.4 | 60.4 | 42.0 |
| 43 | Benjamin Franklin Jr. Middle | 30.6 | 63.2 | 20.6 | 50.8 | 41.3 |
| 44 | George G. Kelson Elementary | 13 | 44.4 | 15.4 | 88.1 | 40.2 |
| 45 | Southeast Middle | 23.7 | 41 | 33.3 | 59.4 | 39.4 |
| 46 | William H. Lemmel Middle | 11.4 | 44.8 | 31.9 | 56.3 | 36.1 |
| 47 | Canton Middle | 15 | 40.5 | 9.4 | 79.3 | 36.1 |
| 48 | Paul Laurence Dunbar Middle | 10.9 | 37.2 | 7.1 | 87.7 | 35.7 |
| 49 | Woodbourne Day School | 7.7 | 23.1 | 14.3 | 95.4 | 35.1 |
| 50 | Diggs-Johnson Middle | 10 | 43 | 11.8 | 70.9 | 33.9 |
| 51 | Harford Heights/William C March Middle* | 17.7 | 48.7 |  |  | 33.2 |
| 52 | Booker T. Washington Middle | 15.1 | 42.5 | 10.6 | 64.1 | 33.1 |
| 53 | West Baltimore Middle | 11.5 | 41.5 | 9.6 | 65.5 | 32.0 |
| 54 | Westport Academy | 16.7 | 42.1 | 22.5 | 43.3 | 31.2 |
| 55 | Lombard Middle | 17.2 | 43.7 | 18.2 | 40.8 | 30.0 |
| 56 | Dr. Roland N. Patterson Sr. Academy |  | 22.2 | 16.1 | 36.4 | 24.9 |
| 57 | Calverton | 15.6 | 51.2 | 7.2 | 23.3 | 24.3 |
|  | Baltimore City Averages | 36.9 | 62.7 | 34.4 | 66.2 | 50.0 |

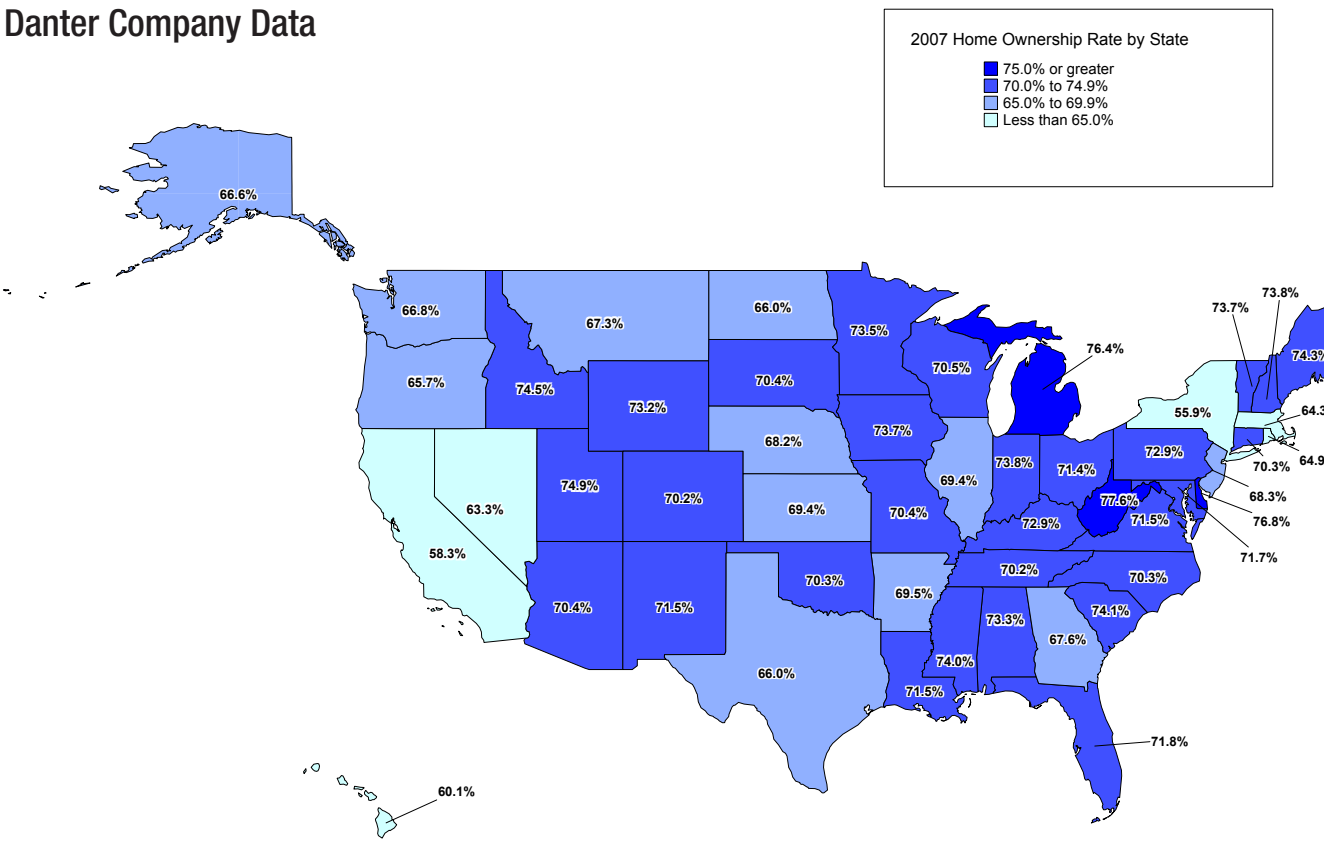
Note: * Test Scores for 7th Grade Only
Source: Maryland State Department of Education.

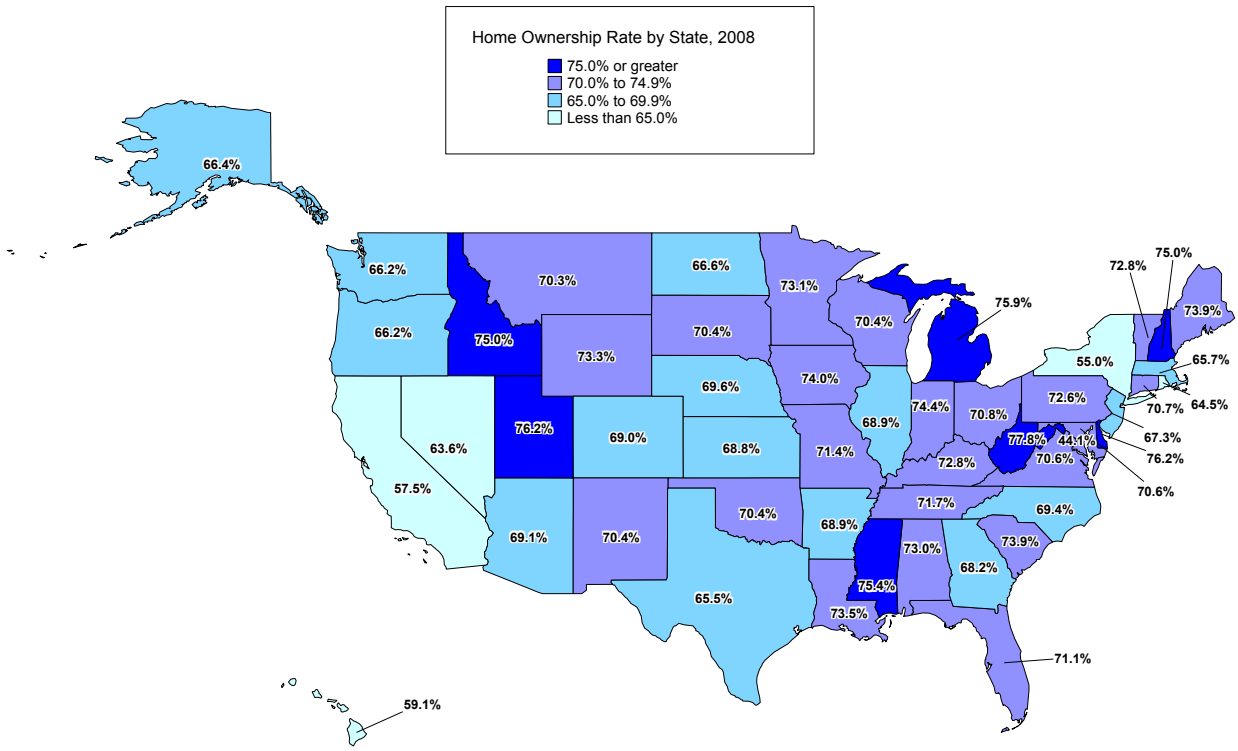
High School Assessment - Percent of Students Passing After-Course Tests
High Schools of Baltimore City
2007 to 2008 School Year

| Rank | School | Algebra | Biology | English | Government | Composite |
|---|---|---|---|---|---|---|
| 1 | Baltimore Polytechnic Institute | 86.1 | 93.4 | 98.4 | 99.4 | 94.3 |
| 2 | Baltimore City College | 72.2 | 86.8 | 91.2 | 93.7 | 86.0 |
| 3 | Baltimore School For The Arts | 63.2 | 92.3 | 91.1 | 90.5 | 84.3 |
| 4 | Western High | 65.7 | 67.1 | 89.7 | 98.5 | 80.3 |
| 5 | Paul Laurence Dunbar High | 65.2 | | 74.6 | 92.1 | 77.3 |
| 6 | Baltimore Freedom Academy | 71.4 | | 40.4 | 74.1 | 62.0 |
| 7 | Mergenthaler Vocational-Technical High | 44.4 | | 61.4 | 77.8 | 61.2 |
| 8 | Edmondson-Westside High | 14.4 | | 60.1 | 80.3 | 51.6 |
| 9 | National Academy Foundation | 39.7 | 13.3 | 38 | 77.4 | 49.6 |
| 10 | New Era Academy | 32.2 | 42 | 53.7 | 62.5 | 47.6 |
| 11 | Digital Harbor High School | 22.9 | 48.9 | 51.9 | 63 | 46.7 |
| 12 | Renaissance Academy | 15.5 | 40.9 | 46.3 | 65 | 41.9 |
| 13 | Patterson High | 30.5 | 37.6 | 36.5 | 51.2 | 39.0 |
| 14 | Baltimore Talent Development | 21.2 | 43.4 | 41.9 | 45.7 | 38.1 |
| 15 | Carver Vocational-Technical High | 33.3 | | 57.4 | 49.8 | 46.8 |
| 16 | Academy for College and Career Exploration | 29.7 | 29.3 | 34.9 | 43.3 | 34.3 |
| 17 | W.E.B. DuBois High | 23.5 | 31.8 | 33.3 | 32.7 | 30.3 |
| 18 | Doris M. Johnson High | 12.4 | 25 | 40.4 | 42.6 | 30.1 |
| 19 | Heritage High School | 27.2 | 25.3 | 29.9 | 35.4 | 29.5 |
| 20 | Institute of Business and Entrepreneurship | 11.8 | 27.3 | 28.6 | 37.5 | 26.3 |
| 21 | Vivien T. Thomas Medical Arts Academy | 12.4 | 14.6 | 30.2 | 46 | 25.8 |
| 22 | Forest Park High | 18.2 | 16 | 31.5 | 34.8 | 25.1 |
| 23 | Reginald F. Lewis High School | 13 | 6.8 | 34.5 | 43.7 | 24.5 |
| 24 | Southside Academy | 27.8 | 2.3 | 35.9 | 26.8 | 23.2 |
| 25 | Dr. Samuel L. Banks High | 21.1 | 15.4 | 28.5 | 27.8 | 23.2 |
| 26 | Thurgood Marshall High | 10.1 | 15.5 | 22.8 | 40.7 | 22.3 |
| 27 | Augusta Fells Savage Institute of Visual Arts | 8.6 | 8 | 27.8 | 38.1 | 20.6 |
| 28 | Northwestern High | 13.7 | 9.1 | 27.9 | 27.7 | 19.6 |
| 29 | Homeland Security High School | 8.4 | 15.6 | 20.5 | 27.4 | 18.0 |
| 30 | Frederick Douglass High | 10.5 | 15 | 21.3 | 19.1 | 16.5 |
| 31 | Laurence G. Paquin Middle/High | 10.9 | 5.1 | 22.5 | 17.3 | 14.0 |
| 32 | Southwestern High | 4.5 | 12.5 | 14.3 | 22.2 | 13.4 |
| 33 | Liberal Arts Academy | 2.1 | 3.9 | 26.1 | 15.2 | 11.8 |
| 34 | Francis M. Wood Alternative High | 2.8 | | 3.4 | 14.5 | 6.9 |
| 35 | Harbor City High School | 3.2 | 2.4 | 5.7 | 7.3 | 4.9 |
| | **Baltimore City Averages** | **27.1** | **29.2** | **42.4** | **49.2** | **37.0** |

Source: Maryland State Department of Education.

# Danter Company Data



## Community Profiles-- RPD 124

Baltimore Metropolitan Council
T: 410-732-9570 F: 410-732-9488
www.baltometro.org

BRTB

# RPD 124
# SOUTH BALTIMORE
# Baltimore City

*Fort McHenry National Monument and Historic Shrine*

## PEOPLE

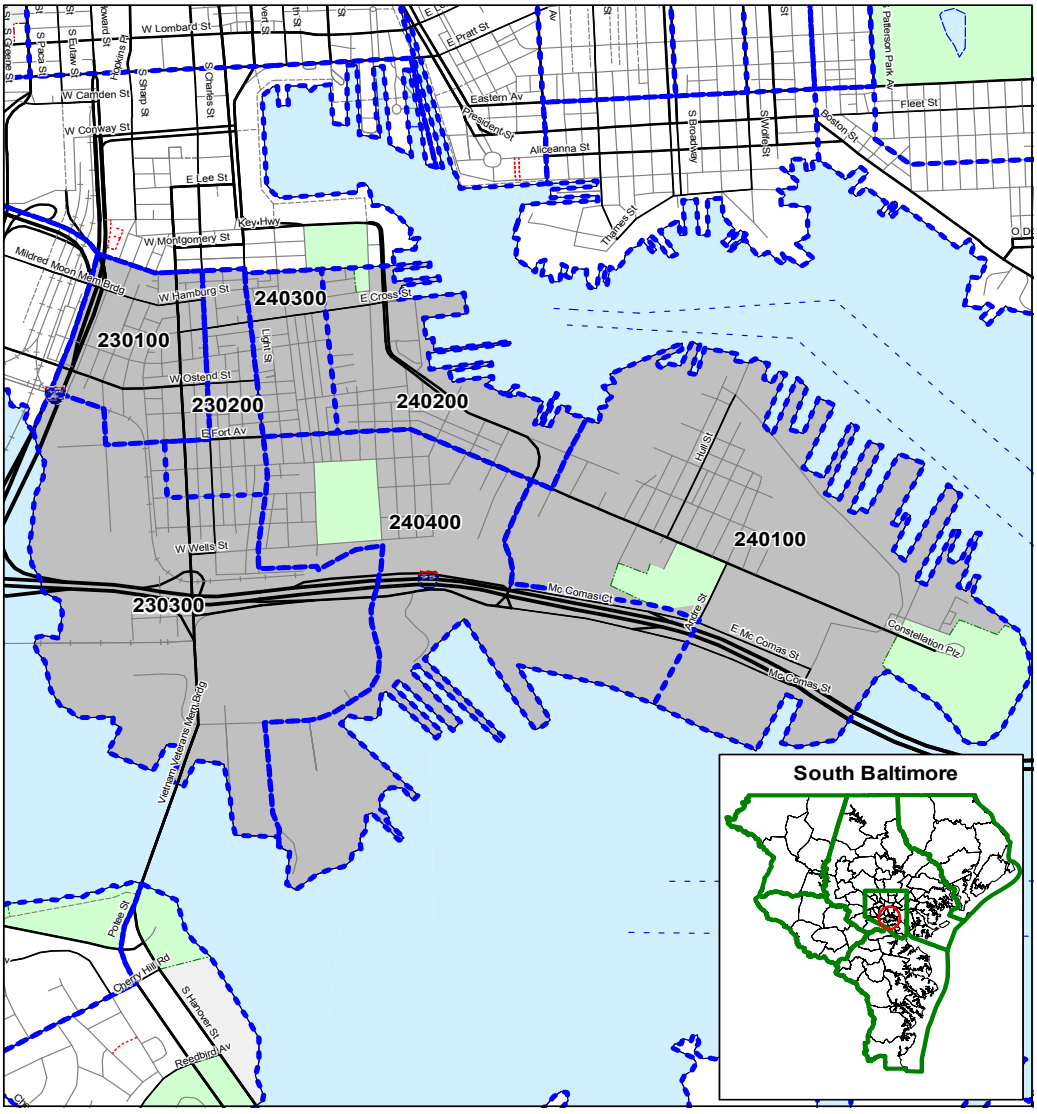
| | 1990 | 2000 | diff. '90-'00 | % diff '90-'00 | % '00 Total |
|---|---|---|---|---|---|
| Total Population | 15,167 | 14,093 | -1,074 | -7.1% | 100.0% |
| White Population | 13,829 | 12,471 | -1,358 | -9.8% | 88.5% |
| Black Population | 1,131 | 1,151 | 20 | 1.8% | 8.2% |
| Other Non-White | 207 | 471 | 264 | 127.5% | 3.3% |
| | | | | | |
| Hispanic Pop | 184 | 197 | 13 | 7.1% | 1.4% |
| | | | | | |
| Pop 0-4 Years Old | 941 | 708 | -233 | -24.8% | 5.0% |
| Pop 5-17 | 2,196 | 1,600 | -596 | -27.1% | 11.4% |
| Pop 18-44 | 6,810 | 6,887 | 77 | 1.1% | 48.9% |
| Pop 45-64 | 2,827 | 3,023 | 196 | 6.9% | 21.5% |
| Pop 65+ | 2,393 | 1,875 | -518 | -21.6% | 13.3% |
| | | | | | |
| Pop <18 | 3,137 | 2,308 | -829 | -26.4% | 16.4% |
| | | | | | |
| Median Age | 34.6 | 35.5 | 0.9 | 2.6% | N/A |

## HOUSEHOLDS

| | 1990 | 2000 | diff. '90-'00 | % diff '90-'00 | % '00 Total |
|---|---|---|---|---|---|
| Total Households | 6,104 | 6,491 | 387 | 6.3% | 100.0% |
| 1-Person HH | 1,887 | 2,480 | 593 | 31.4% | 38.2% |
| Marr, No Children | 1,356 | 1,429 | 73 | 5.4% | 22.0% |
| Marr, w/ Children | 1,099 | 647 | -452 | -41.1% | 10.0% |
| Other Family HH | 1,232 | 1,016 | -216 | -17.5% | 15.7% |
| Non-family HH | 530 | 919 | 389 | 73.4% | 14.2% |
| | | | | | |
| Married Family | 2,455 | 2,076 | -379 | -15.4% | 32.0% |
| Single Mother | 536 | 423 | -113 | -21.1% | 6.5% |
| | | | | | |
| Total HH Pop | 14,870 | 13,787 | -1,083 | -7.3% | 97.8% |
| Group Qtrs. Pop | 297 | 306 | 9 | 3.0% | 2.2% |
| | | | | | |
| Persons/HH | 2.44 | 2.12 | -0.31 | -12.9% | N/A |

# Census Tracts

RPD 124-- South Baltimore




*Baltimore Metro olita Co Lil 200 2009*

# Demographic Report

CBRE
CB RICHARD ELLIS

| | | Marketplace At Fells Point .25 mile radius | | Marketplace At Fells Point .5 mile radius | | Marketplace At Fells Point 1 mile radius | | Marketplace At Fells Point 3 mile radius | |
|---|---|---|---|---|---|---|---|---|---|
| POPULATION | 2009 Estimated Population | 3,156 | | 10,989 | | 31,182 | | 232,944 | |
| | 2014 Prorected Population | 3,344 | | 11,455 | | 31,840 | | 230,382 | |
| | 2000 Census Population | 2,801 | | 10,036 | | 30,034 | | 239,127 | |
| | 1990 Census Population | 2,240 | | 9,183 | | 33,790 | | 285,515 | |
| | Growth 2000-2009 | 12.68% | | 9.49% | | 3.82% | | -2.59% | |
| | Growth 2009-2014 | 5.97% | | 4.24% | | 2.11% | | -1.10% | |
| | 2009 Estimated Median Age | 36.15 | | 36.50 | | 36.65 | | 34.77 | |
| | 2009 Estimated Average Age | 38.35 | | 38.30 | | 38.01 | | 36.49 | |
| HOUSEHOLDS | 2009 Estimated Households | 1,697 | | 5,370 | | 14,415 | | 92,538 | |
| | 2014 Prorected Households | 1,797 | | 5,595 | | 14,731 | | 91,392 | |
| | 2000 Census Households | 1,510 | | 4,900 | | 13,874 | | 95,420 | |
| | 1990 Census Households | 1,162 | | 4,197 | | 14,096 | | 106,091 | |
| | Growth 2000-2009 | 12.40% | | 9.58% | | 3.90% | | -3.02% | |
| | Growth 2009-2014 | 5.88% | | 4.21% | | 2.19% | | -1.24% | |
| | 2009 Est. Average Household Size | 1.87 | | 2.00 | | 2.10 | | 2.37 | |
| INCOME | 2009 Est. Median Household Yncome | ‹ 60,802 | | ‹ 54,697 | | ‹ 45,240 | | ‹ 31,840 | |
| | 2014 Prn Median Household Yncome | ‹ 68,679 | | ‹ 61,519 | | ‹ 50,480 | | ‹ 35,265 | |
| | 2000 Cen. Median Household Yncome | ‹ 39,254 | | ‹ 36,508 | | ‹ 31,406 | | ‹ 24,855 | |
| | 1990 Cen. Median Household Yncome | ‹ 21,339 | | ‹ 19,858 | | ‹ 19,075 | | ‹ 18,474 | |
| | 2009 Est. Average Household Yncome | ‹ 81,525 | | ‹ 77,404 | | ‹ 68,273 | | ‹ 47,738 | |
| | 2009 Estimated Per Capita Yncome | ‹ 43,311 | | ‹ 38,632 | | ‹ 31,997 | | ‹ 19,322 | |
| HOUSING | 2009 Estimated Housing Fnits | 2,050 | | 6,674 | | 18,224 | | 115,220 | |
| | 2009 Estimated Occupied Fnits | 1,697 | ÷82.8%’ | 5,370 | ÷80.5%’ | 14,415 | ÷79.1%’ | 92,538 | ÷80.3%’ |
| | 2009 Estimated Vacant Fnits | 353 | ÷17.2%’ | 1,304 | ÷19.5%’ | 3,809 | ÷20.9%’ | 22,682 | ÷19.7%’ |
| | 2009 Est. Owner Occupied Fnits | 612 | ÷29.9%’ | 1,978 | ÷29.6%’ | 6,163 | ÷33.8%’ | 37,736 | ÷32.8%’ |
| | 2009 Est. Renter Occupied Fnits | 1,085 | ÷52.9%’ | 3,391 | ÷50.8%’ | 8,252 | ÷45.3%’ | 54,802 | ÷47.6%’ |
| | 2009 Est. Median Housing Value | ‹ 264,169 | | ‹ 213,156 | | ‹ 190,279 | | ‹ 124,457 | |
| | 2009 Est. Average Housing Value | ‹ 320,279 | | ‹ 268,069 | | ‹ 241,313 | | ‹ 162,360 | |

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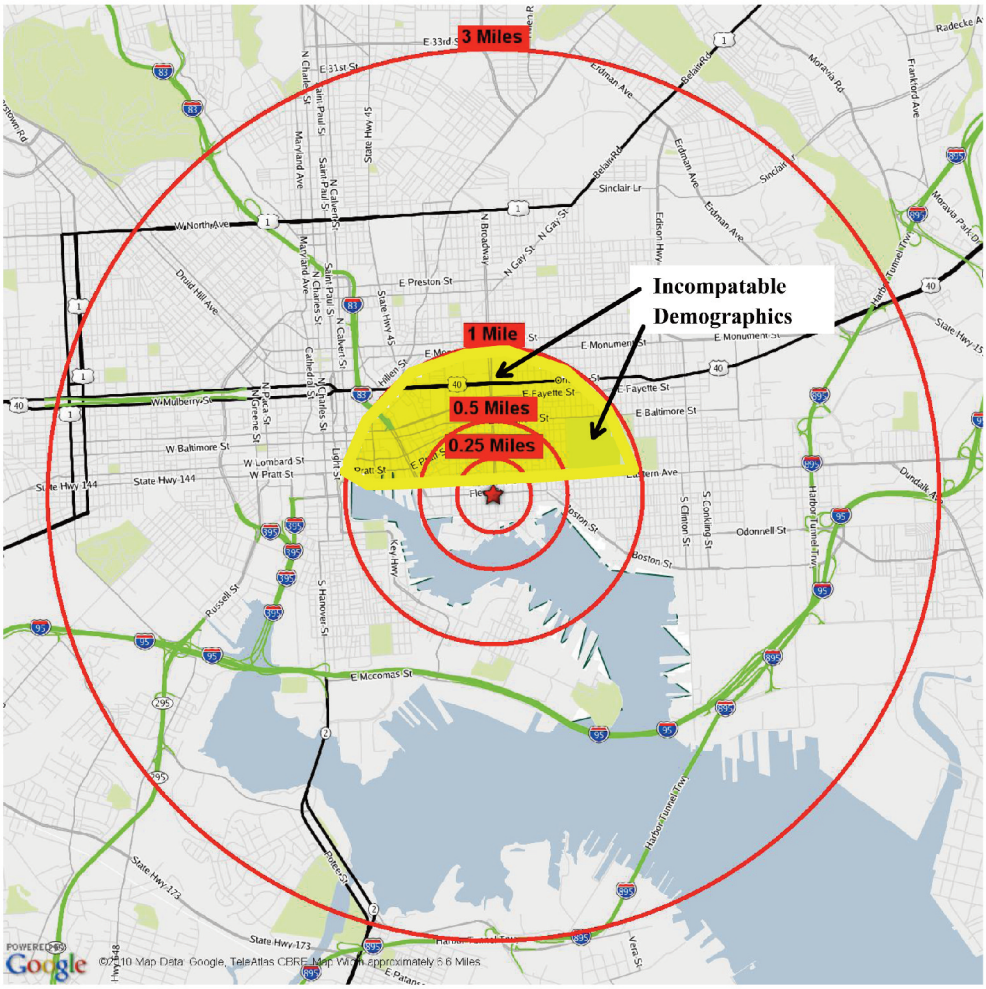
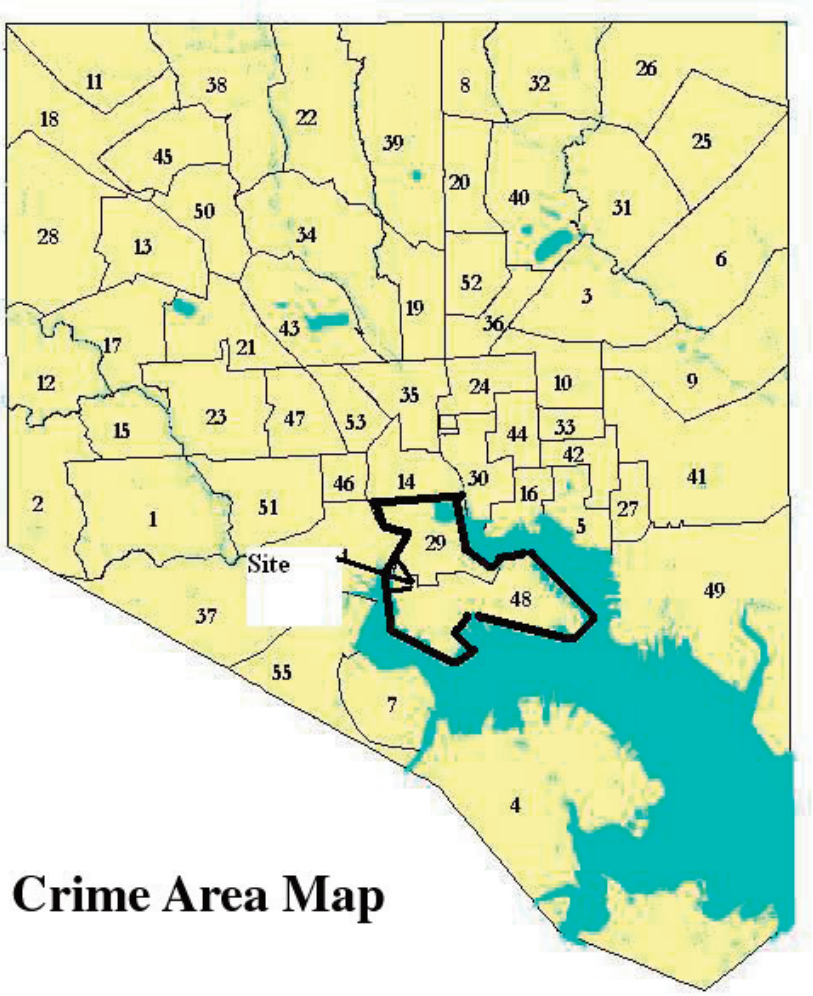
MAPPING CENTER
CREATE LOCATE SOLVE

# Demographic Report

| Location | Longitude | Latitude |
|---|---|---|
| 1. Marketplace At Fells Point - .25 mile radius | -76.593745 | 39.284408 |
| 2. Marketplace At Fells Point - .5 mile radius | -76.593745 | 39.284408 |
| 3. Marketplace At Fells Point - 1 mile radius | -76.593745 | 39.284408 |
| 4. Marketplace At Fells Point - 3 mile radius | -76.593745 | 39.284408 |




**Prepared On:** 2/8/2010 12:37:18 PM




**Crime Area Map**

**Household Growth Projection - Baltimore Metropolitan Council Household Data**

| | | |
|---|---|---|
| Household Population | | |
| | 1990 | 6104 |
| | 2000 | 6491 |
| Number of Years | | 10 |
| Annual Increase | | 0.62% - used as proxy for HH growth |

**Household Projection**

| BNIA CSA# | Neighborhood | 2000 Average Household Size | 2000 Census Population | 2000 Household Projection | 2009 Household Projection | 2012 Household Projection |
|---|---|---|---|---|---|---|
| 5 | Canton | 1.84 | 7,010.00 | 3810 | 4,026 | 4,101 |
| 16 | Fells Point | 2.06 | 8,569.00 | 4160 | 4,396 | 4,478 |
| 29 | Inner Harbor/Federal Hill | 1.97 | 12,264.00 | 6225 | 6,580 | 6,702 |
| 48 | South Baltimore | 2.34 | 5,881.00 | 2513 | 2,656 | 2,706 |
| Total | | 2.02 | 33,724 | 16,708 | 17,659 | 17,987 |

**Household Occupancy Status Change**

2007 Data is the Most Recent Available for the Study Area
Use change in home ownership rate for MD as a proxy to project future rate

| | | |
|---|---|---|
| MD Homeownership Rate | | |
| | 2007 | 0.7170 |
| | 2008 | 0.7060 |
| Number of Years | | 1 |
| Annual Increase In Percentage | | (0.0153) |

| BNIA CSA# | Neighborhood | Owner Occupancy Rate 2007 BNIA | Owner Occupancy Rate 2009 Projection | Renter Occupancy Rate 2009 Projection | 2009 Household Projection | 2009 Renter Household Projection | Owner Occupancy Rate 2012 Projection | Renter Occupancy Rate 2012 Projection | 2012 Household Projection | 2012 Renter Household Projection |
|---|---|---|---|---|---|---|---|---|---|---|
| 5 | Canton | 67.69% | 0.66 | 0.34 | 4,026 | 1384 | 0.63 | 0.37 | 4,101 | 1,532 |
| 16 | Fells Point | 51.72% | 0.50 | 0.50 | 4,396 | 2192 | 0.48 | 0.52 | 4,478 | 2,334 |
| 29 | Inner Harbor/Federal Hill | 59.95% | 0.58 | 0.42 | 6,580 | 2755 | 0.55 | 0.45 | 6,702 | 2,983 |
| 48 | South Baltimore | 67.17% | 0.65 | 0.35 | 2,656 | 926 | 0.62 | 0.38 | 2,706 | 1,023 |
| **Total** | | **61.20%** | | | **17659** | **7257** | | **0.44** | **17,987** | **7,873** |

**Derivation of Demand**

| BNIA CSA# | Neighborhood | 2009 Renter Household Projection | 2012 Renter Household Projection | Gap |
|---|---|---|---|---|
| 5 | Canton | 1384 | 1532 | 148 |
| 16 | Fells Point | 2192 | 2334 | 143 |
| 29 | Inner Harbor/Federal Hill | 2755 | 2983 | 228 |
| 48 | South Baltimore | 926 | 1023 | 97 |
| **Total** | | **7257** | **7873** | **615** |

**Growth Projections - CBRE Ellis Report for Marektplace at Fells Point as a Proxy**
**1 Mile Raduis Data**

| | |
|---|---|
| 2000 Census Population | 30,034 |
| 2009 Estimated Population | 31,182 |
| 2014 Estimated Population | 31,840 |
| Annual % Increase 2000 -2009 | 0.418% |
| Annual % Increase 2009 -2014 | 0.419% |

**Market Area Poplulation Projection**

| BNIA CSA# | Neighborhood | 2000 Census Population | 2009 Population Projection | 2012 Population Projection |
|---|---|---|---|---|
| 5 | Canton | 7,010.00 | 7,278 | 7,370 |
| 16 | Fells Point | 8,569.00 | 8,897 | 9,009 |
| 29 | Inner Harbor/Federal Hill | 12,264.00 | 12,733 | 12,893 |
| 48 | South Baltimore | 5,881.00 | 6,106 | 6,183 |
| Total | | 33,724 | 35,013 | 35,454 |

**Residential Property Growth**

| | | Total Residential Properties | |
|---|---|---|---|
| BNIA CSA# | Neighborhood | 2002 | 2007 |
| 5 | Canton | 3479 | 4334 |
| 16 | Fells Point | 3120 | 3981 |
| 29 | Inner Harbor/Federal Hill | 4425 | 5892 |
| 48 | South Baltimore | 2768 | 2842 |
| Total | | 13792 | 17049 |
| Annual Increase | 4.33% | | |

# Appendix C - Discount Rate Derivation

# Daily Treasury Yield Curve Rates

Get e-mail updates when this information changes.

Daily Treasury Yield Curve Rates
Daily Treasury Bill Rates
Daily Treasury Long-Term Rates
Daily Treasury Real Yield Curve Rates
Daily Treasury Real Long-Term Rates

Historical Data

XML This data is also available in XML format by clicking on the XML icon

**March 2010**

| Date | 1 mo | 3 mo | 6 mo | 1 yr | 2 yr | 3 yr | 5 yr | 7 yr | 10 yr | 20 yr | 30 yr |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 03/01/10 | 0.09 | 0.13 | 0.19 | 0.32 | 0.80 | 1.34 | 2.28 | 3.04 | 3.61 | 4.41 | 4.56 |
| 03/02/10 | 0.09 | 0.14 | 0.19 | 0.32 | 0.80 | 1.33 | 2.27 | 3.04 | 3.62 | 4.42 | 4.57 |
| 03/03/10 | 0.09 | 0.14 | 0.19 | 0.33 | 0.82 | 1.34 | 2.27 | 3.04 | 3.63 | 4.43 | 4.58 |
| 03/04/10 | 0.09 | 0.14 | 0.19 | 0.35 | 0.86 | 1.38 | 2.28 | 3.03 | 3.61 | 4.40 | 4.56 |
| 03/05/10 | 0.11 | 0.15 | 0.20 | 0.38 | 0.91 | 1.43 | 2.35 | 3.10 | 3.69 | 4.49 | 4.64 |
| 03/08/10 | 0.11 | 0.16 | 0.21 | 0.39 | 0.90 | 1.43 | 2.36 | 3.13 | 3.72 | 4.52 | 4.68 |
| 03/09/10 | 0.12 | 0.16 | 0.21 | 0.37 | 0.89 | 1.43 | 2.34 | 3.11 | 3.71 | 4.53 | 4.68 |
| 03/10/10 | 0.12 | 0.15 | 0.21 | 0.39 | 0.92 | 1.45 | 2.39 | 3.14 | 3.73 | 4.53 | 4.69 |
| 03/11/10 | 0.12 | 0.16 | 0.22 | 0.40 | 0.97 | 1.50 | 2.43 | 3.16 | 3.73 | 4.51 | 4.66 |
| 03/12/10 | 0.10 | 0.15 | 0.24 | 0.41 | 0.97 | 1.50 | 2.42 | 3.15 | 3.71 | 4.47 | 4.62 |
| 03/15/10 | 0.12 | 0.17 | 0.24 | 0.40 | 0.96 | 1.49 | 2.42 | 3.15 | 3.71 | 4.48 | 4.63 |
| 03/16/10 | 0.14 | 0.16 | 0.24 | 0.41 | 0.93 | 1.47 | 2.37 | 3.10 | 3.66 | 4.43 | 4.59 |
| 03/17/10 | 0.13 | 0.15 | 0.23 | 0.41 | 0.95 | 1.47 | 2.38 | 3.10 | 3.65 | 4.41 | 4.56 |
| 03/18/10 | 0.14 | 0.16 | 0.26 | 0.41 | 0.98 | 1.52 | 2.44 | 3.14 | 3.68 | 4.43 | 4.59 |
| 03/19/10 | 0.13 | 0.16 | 0.25 | 0.42 | 1.02 | 1.56 | 2.48 | 3.16 | 3.70 | 4.41 | 4.58 |
| 03/22/10 | 0.13 | 0.15 | 0.24 | 0.41 | 1.01 | 1.54 | 2.43 | 3.12 | 3.67 | 4.41 | 4.57 |

* 30-year Treasury constant maturity series was discontinued on February 18, 2002 and reintroduced on February 9, 2006. From February 18, 2002 to February 8, 2006, Treasury published alternatives to a 30-year rate. See Long-Term Average Rate for more information.

Treasury discontinued the 20-year constant maturity series at the end of calendar year 1986 and reinstated that series on October 1, 1993. As a result, there are no 20-year rates available for the time period January 1, 1987 through September 30, 1993.

Treasury Yield Curve Rates. These rates are commonly referred to as "Constant Maturity Treasury" rates, or CMTs. Yields are interpolated by the Treasury from the daily yield curve. This curve, which relates the yield on a security to its time to maturity is based on the closing market bid yields on actively traded Treasury securities in the over-the-counter market. These market yields are calculated from composites of quotations obtained by the Federal Reserve Bank of New York. The yield values are read from the yield curve at fixed maturities, currently 1, 3 and 6 months and 1, 2, 3, 5, 7, 10, 20, and 30 years. This method provides a yield for a 10 year maturity, for example, even if no outstanding security has exactly 10 years remaining to maturity.

Treasury Yield Curve Methodology. The Treasury yield curve is estimated daily using a cubic spline model. Inputs to the model are primarily bid-side yields for on-the-run Treasury securities. See our Treasury Yield Curve Methodology page for details.

Negative Yields and Nominal Constant Maturity Treasury Series Rates (CMTs). Current financial market conditions, in conjunction with extraordinary low levels of interest rates, have resulted in negative yields for some Treasury securities trading in the secondary market. Negative yields for Treasury securities most often reflect highly technical factors in Treasury markets related to the cash and repurchase agreement markets, and are at times unrelated to the time value of money.

As such, Treasury will restrict the use of negative input yields for securities used in deriving interest rates for the Treasury nominal Constant Maturity Treasury series (CMTs). Any CMT input points with negative yields will be reset to zero percent prior to use as inputs in the CMT derivation. This decision is consistent with Treasury not accepting negative yields in Treasury nominal security auctions.

In addition, given that CMTs are used in many statutorily and regulatory determined loan and credit programs as well as for setting interest rates on non-marketable government securities, establishing a floor of zero more accurately reflects borrowing costs related to various programs.

For more information regarding these statistics contact the Office of Debt Management by email at debt.management@do.treas.gov.

For other Public Debt information contact (202) 504-3550.

 This document was generated from the XML data using the XSL transformation. Click on the XSL icon to view the XSL file.

# Home Properties Inc. (HME)

On Mar 22: **46.49** 0.00 (0.00%)



## Key Statistics

Get **Key Statistics** for: GO

Data provided by Capital IQ, except where noted.



### VALUATION MEASURES

| | |
|---|---|
| Market Cap (intraday)[5]: | 1.63B |
| Enterprise Value (23-Mar-10)[3]: | 3.92B |
| Trailing P/E (ttm, intraday): | 44.79 |
| Forward P/E (fye 31-Dec-11) [1]: | 15.76 |
| PEG Ratio (5 yr expected): | 4.97 |
| Price/Sales (ttm): | 3.23 |
| Price/Book (mrq): | 2.44 |
| Enterprise Value/Revenue (ttm)[3]: | 7.78 |
| Enterprise Value/EBITDA (ttm)[3]: | 14.482 |

### FINANCIAL HIGHLIGHTS

**Fiscal Year**

| | |
|---|---|
| Fiscal Year Ends: | 31-Dec |
| Most Recent Quarter (mrq): | 31-Dec-09 |

**Profitability**

| | |
|---|---|
| Profit Margin (ttm): | 6.84% |
| Operating Margin (ttm): | 29.53% |

**Management Effectiveness**

| | |
|---|---|
| Return on Assets (ttm): | 2.82% |
| Return on Equity (ttm): | 1.94% |

**Income Statement**

| | |
|---|---|
| Revenue (ttm): | 503.55M |
| Revenue Per Share (ttm): | 15.24 |
| Qtrly Revenue Growth (yoy): | N/A |
| Gross Profit (ttm): | 292.34M |
| EBITDA (ttm): | 270.61M |
| Net Income Avl to Common (ttm): | 12.71M |
| Diluted EPS (ttm): | 1.04 |
| Qtrly Earnings Growth (yoy): | -51.30% |

**Balance Sheet**

| | |
|---|---|
| Total Cash (mrq): | 8.81M |

### TRADING INFORMATION

**Stock Price History**

| | |
|---|---|
| Beta: | 1.32 |
| 52-Week Change[3]: | 41.01% |
| S&P500 52-Week Change[3]: | 41.67% |
| 52-Week High (31-Dec-09)[3]: | 49.23 |
| 52-Week Low (31-Mar-09)[3]: | 28.75 |
| 50-Day Moving Average[3]: | 45.75 |
| 200-Day Moving Average[3]: | 43.91 |

**Share Statistics**

| | |
|---|---|
| Average Volume (3 month)[3]: | 490,474 |
| Average Volume (10 day)[3]: | 448,514 |
| Shares Outstanding[5]: | 34.97M |
| Float: | 34.28M |
| % Held by Insiders[1]: | 1.84% |
| % Held by Institutions[1]: | 95.30% |
| Shares Short (as of 26-Feb-10)[3]: | 3.68M |
| Short Ratio (as of 26-Feb-10)[3]: | 6.6 |
| Short % of Float (as of 26-Feb-10)[3]: | 15.60% |
| Shares Short (prior month)[3]: | 3.99M |

| | |
|---|---|
| Total Cash Per Share (mrq): | 0.252 |
| Total Debt (mrq): | 2.30B |
| Total Debt/Equity (mrq): | N/A |
| Current Ratio (mrq): | 0.29 |
| Book Value Per Share (mrq): | 19.077 |

**Cash Flow Statement**

| | |
|---|---|
| Operating Cash Flow (ttm): | 149.62M |
| Levered Free Cash Flow (ttm): | 131.84M |

View Financials (provided by EDGAR Online):
**Income Statement** - **Balance Sheet**
**Cash Flow**

PrecisionIR Presents
Free Annual Report for HME

**Dividends & Splits**

| | |
|---|---|
| Forward Annual Dividend Rate[4]: | 2.32 |
| Forward Annual Dividend Yield[4]: | 5.00% |
| Trailing Annual Dividend Rate[3]: | 2.59 |
| Trailing Annual Dividend Yield[3]: | 5.60% |
| 5 Year Average Dividend Yield[4]: | 5.80% |
| Payout Ratio[4]: | 258% |
| Dividend Date[3]: | 04-Mar-10 |
| Ex-Dividend Date[4]: | 25-Feb-10 |
| Last Split Factor (new per old)[2]: | N/A |
| Last Split Date[3]: | N/A |

Add to Portfolio Set Alert Email to a Friend

Get **Key Statistics** for Another Symbol: GO Symbol Lookup

- Annual Reports
- Sector Analysis

See Key Statistics Help for definitions of terms used.

**Abbreviation Guide: K** = Thousands; **M** = Millions; **B** = Billions
**mrq** = Most Recent Quarter (as of 31-Dec-09)
**ttm** = Trailing Twelve Months (as of 31-Dec-09)
**yoy** = Year Over Year (as of 31-Dec-09)
**lfy** = Last Fiscal Year (as of 31-Dec-09)
**fye** = Fiscal Year Ending
[1] = Data provided by Thomson; [2] = Data provided by EDGAR Online;
[3] = Data derived from multiple sources or calculated by Yahoo! Finance;
[4] = Data provided by Morningstar, Inc.;
[5] = Shares outstanding is taken from the most recently filed quarterly or annual report and Market Cap is calculated using shares outstanding.

**HOME PROPERTIES, INC.**
**SUMMARY CONSOLIDATED STATEMENTS OF OPERATIONS**
**(in thousands, except per share data – Unaudited)**

| | Three Months Ended December 31 | | Year Ended December 31 | |
|---|---|---|---|---|
| | 2009 | 2008 | 2009 | 2008 |
| **FFO – basic and diluted** | $ 35,391 | $ 42,961 | $ 146,171 | $ 157,318 |
| FFO – basic and diluted | $ 35,391 | $ 42,961 | $ 146,171 | $ 157,318 |
| Impairment of real property | - | 4,000 | - | 4,000 |
| **FFO – operating** [2] | $ 35,391 | $ 46,961 | $ 146,171 | $ 161,318 |
| FFO – basic and diluted | $ 35,391 | $ 42,961 | $ 146,171 | $ 157,318 |
| Recurring non-revenue generating capital expenses | (7,187) | (7,246) | (29,069) | (28,885) |
| Addback of non-cash interest expense | 504 | 531 | 1,968 | 2,463 |
| Addback of non-cash adjustment to gain on early extinguishment of debt | - | 2,580 | - | 2,580 |
| **AFFO** [3] | $ 28,708 | $ 38,826 | $ 119,070 | $ 133,476 |
| FFO – operating | $ 35,391 | $ 46,961 | $ 146,171 | $ 161,318 |
| Recurring non-revenue generating capital expenses | (7,187) | (7,246) | (29,069) | (28,885) |
| Addback of non-cash interest expense | 504 | 531 | 1,968 | 2,463 |
| Addback of non-cash adjustment to gain on early extinguishment of debt | - | 2,580 | - | 2,580 |
| **AFFO – operating** | $ 28,708 | $ 42,826 | $ 119,070 | $ 137,476 |
| Weighted average shares/units outstanding: | | | | |
| Shares – basic | 33,621.9 | 32,228.6 | 33,040.8 | 31,991.8 |
| Shares – diluted | 33,965.9 | 32,356.2 | 33,172.1 | 32,332.7 |
| Shares/units – basic [4] | 45,423.7 | 45,144.2 | 45,274.4 | 45,200.4 |
| Shares/units – diluted [4] | 45,767.7 | 45,271.8 | 45,405.7 | 45,541.3 |
| Per share/unit: | | | | |
| Net income – basic | $0.36 | $0.78 | $1.04 | $2.07 |
| Net income – diluted | $0.36 | $0.78 | $1.04 | $2.04 |
| FFO – basic | $0.78 | $0.95 | $3.23 | $3.48 |
| FFO – diluted | $0.77 | $0.95 | $3.22 | $3.45 |
| Operating FFO – diluted [2] | $0.77 | $1.04 | $3.22 | $3.54 |
| AFFO [3] | $0.63 | $0.86 | $2.62 | $2.93 |
| Operating AFFO [2] [3] | $0.63 | $0.95 | $2.62 | $3.02 |
| Common Dividend paid | $0.67 | $0.67 | $2.68 | $2.65 |

[2] Operating FFO is defined as FFO as computed in accordance with NAREIT definition, adjusted for the addback of real estate impairment charges.

[3] Adjusted Funds From Operations ("AFFO") is defined as gross FFO less an annual reserve for anticipated recurring, non-revenue generating capitalized costs of $800 and $780 per apartment unit in 2009 and 2008, respectively. Non-cash interest expense and non-cash adjustments to gain on early extinguishment of debt have been added back for 2009 and 2008. The resulting sum is divided by the weighted average shares/units on a diluted basis to arrive at AFFO per share/unit.

[4] Basic includes common stock outstanding plus operating partnership units in Home Properties, L.P., which can be converted into shares of common stock. Diluted includes additional common stock equivalents.

HOME PROPERTIES

## Investors

- **Corporate Overview**
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# Corporate Overview

**Webcast**
**Fourth Quarter 2009 Results Conference Call**
Friday, February 19, 2010, 11:00 AM ET

**2008 Annual Report**

**Home Properties, Inc.** is a real estate investment trust (REIT) with operations primarily in selected Northeast and Mid-Atlantic markets. Traded on the New York Stock Exchange under the ticker symbol HME, the Company owns, operates, develops, acquires and rehabilitates apartment communities. We adhere to a simple and straightforward business plan in our effort to provide investors with dependable financial returns that exceed those of comparable investments. Our communities generate excellent financial results through physical improvements, and our employees exhibit an unwavering commitment to customer service. Home Properties and its predecessor company have a proven track record of creating and preserving value in multifamily rental housing since 1967.

**Our mission for investors and commitment to residents:**

Our mission is to maximize long-term shareholder value by acquiring, repositioning, developing and managing market-rate apartment communities while enhancing the quality of life for our residents and providing employees with opportunities for growth and accomplishment.

**Our vision:**

Our vision is to be a prominent owner and manager of market-rate apartment communities located in high barrier, high growth markets.

MORE>>

| Market Summary | |
|---|---|
| Trading Symbol | HME |
| Exchange | NYSE |
| Market Value ($M) | 1,613.37 |
| Stock Quote | $ 46.14 |
| Change ▼ | $ (0.35)<br>0.75% |
| Volume | 177,436 |

As of March 23, 2010 12:35 PM
Minimum 20 minute delay.

**Press Releases**

2/18/2010 Home Properties Reports Fourth Quarter and Year End 2009 Results

2/18/2010 Home Properties Adds Director

2/11/2010 Fairfax County, Virginia Honors Home Properties for Commitment to 'Green' Construction

1/20/2010 Home Properties Offers Real Life Lessons For Students

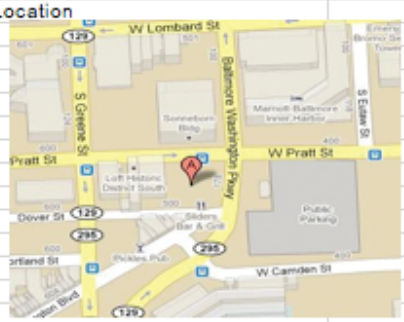
1/19/2010 Home Properties Reports Taxable Composition Of 2009 Dividends

**More Press Releases...**

# Appendix D – Comparables

**RENTAL COMPARABLE #1**

Location




Photo

| | |
|---|---|
| **Name:** | **The Zenith** |
| **Location:** | 511 W. Pratt Street |
| | Baltimore, Maryland |
| **Source:** | Leasing Agent (410-605-9212) |
| **Survey Date:** | October 2009 |
| **Physical Description:** | This is a new high-rise, brick, apartment building located just north of Oriole Park at Camden Yards. This 21-story structure features first floor retail/restaurant, six floors of parking and apartments located on floors 7-21. |

**Unit Breakdown:**

| *Unit Type* | *Rent/Mo.* | *SF* | *Rent/SF/Mo.* |
|---|---|---|---|
| Studio | $1,375 | 603 | $2.28 |
| 1 Bed/1 Bath | $1,750 | 829 | $2.11 |
| 2 Bed/1 Bath | $2,020 | 924 | $2.19 |
| 2 Bed/2 Bath | $2,720 | 1,145 | $2.38 |

| | |
|---|---|
| **Year Built:** | 2007 |
| **Parking:** | Garage parking additional. $140 per month per space. |
| **Unit Amenities:** | Granite countertops, cherry wood cabinets, washers/dryers, dishwashers, disposals, microwaves, CAC, balconies available |
| **Project Amenities:** | Resident lounge, fitness center, business center and concierge. |
| **Expenses:** | Tenant pays all utilities (electric) and water/sewer. |
| **Total # Units:** | 191 |
| **Occupancy:** | 94% |
| **Comments:** | This is a new project located along Pratt Street. The units selected and displayed in the table above are most similar to the subject's average unit size and feature the low end of the scale since the units start on the 7th floor of the building. These units generally include a mix of view premiums including the stadium or city which are considered superior to the subject. Current concessions (not reflected in rents outlined above) include 2 months free rent for a 12 month lease and 6 months of free garage parking. The project opened for occupancy in August 2007, and has leased 179 units since that time, indicating an absorption pace of 6.9 units per month during the 26 month period. |

## RENTAL COMPARABLE # 2


| | |
|---|---|
| **Name:** | **Harbor Hill Apartments** |
| **Location:** | 301 Warren Avenue<br>Baltimore, Maryland |
| **Source:** | Leasing Agent (886-398-6220) |
| **Survey Date:** | October 2009 |
| **Physical Description:** | This is a three/four-story, brick, apartment building located in the Federal Hill neighborhood of Baltimore City. |

**Unit Breakdown:**

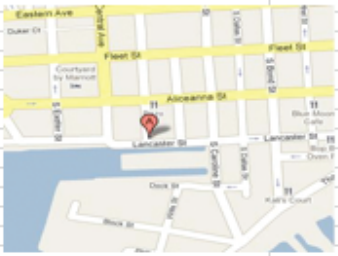
| *Unit Type* | *Rent/Mo.* | *SF* | *Rent/SF/Mo.* |
|---|---|---|---|
| 1 Bed/1 Bath | $1,385 | 991 | $1.40 |
| 2 Bed/2 Bath | $1,730 | 1,195 | $1.45 |
| 3 Bed/2 Bath | $2,400 | 1,798 | $1.33 |

Figures reflect specific unit availabilities for one and two bedroom units, and average unit sizes and average published rents for three bedrooms.

| | |
|---|---|
| **Year Built:** | 1984 (Renovated) |
| **Parking:** | Surface, gated lot. Additional $100 per month per space. |
| **Unit Amenities:** | Washers/dryers, dishwashers, disposals, microwaves, CAC, storage. Kitchens are finished with laminate counters and cabinets, vinyl floors, and enamel appliances. Bathrooms have a laminate vanity with cultured marble top, and ceramic floor. |
| **Project Amenities:** | Roof deck, fitness center, car wash area. |
| **Expenses:** | Tenant pays all utilities (electric) except water/sewer and trash. |
| **Total # Units:** | 73 |
| **Occupancy:** | 95% |
| **Comments:** | This is a converted high school located in the same neighborhood as the subject. Some of the fourth floor units and rooftop deck feature views of the city to the north. Various floor plans are offered at the building. |

Note: We were unable to gain complete cooperation from management for a survey as of September 2009, so the figures utilized for 1BR and 2BR rents and vacancies are derived from management contact in September 2009, while the three bedroom rents are based on a survey performed by RealProperty ResearchGroup for the subject project, as of 7/22/2009.

## RENTAL COMPARABLE # 3




| | |
|---|---|
| **Name:** | **The Eden Apartments** |
| **Location:** | 777 S. Eden Street |
| | Baltimore, Maryland |
| **Source:** | Leasing Agent (410-732-8702) |
| **Survey Date:** | October 2009 |
| **Physical Description:** | A good quality recently constructed project, located at the intersection of Eden and Lancaster Streets in Fells Point. The project has a four story base with two 12-story towers, and a brick, stucco, and glass exterior. The project includes some first floor retail space, and has very good water and city views due to it's location one block from the Harbor, and a few blocks from Inner Harbor East. |

**Unit Breakdown:**

| *Unit Type* | *Rent/Mo.* | *SF* | *Rent/SF/Mo.* |
|---|---|---|---|
| Studio | $1,512 | 614 | $2.46 |
| 1Bed/1Bath | $1,720 | 730 | $2.36 |
| 1Bed/1Bath | $2,094 | 891 | $2.35 |
| 1Bed/1Bath/Sunroom | $2,151 | 922 | $2.33 |
| 2 Bed/2 Bath | $2,819 | 1,200 | $2.29 |

| | |
|---|---|
| **Year Built:** | 2007 |
| **Parking:** | $150 per month, currently discounted to $50 per month as a rent concession. Tandem spaces are available for $230 per month. |
| **Unit Amenities:** | Washers/dryers, CAC, balconies in about half of the floor plans (all 1BR/Sunroom units have balconies). Kitchens have dishwashers, disposals, built-in microwave with exhaust, granite counters, black enamel appliances and wood cabinets; Baths have cultured marble counters, wood cabinets, and ceramic tile floors and shower surrounds. |
| **Project Amenities:** | Rooftop swimming pool, garden above 4th floor between towers, resident lounge, business center, fitness center, and expansive lobby with concierge service. |
| **Expenses:** | Tenant pays all utilities (electric), water/sewer and trash. |
| **Total # Units:** | 270 |
| **Occupancy:** | 84.1%; Not in lease-up. Property had attained 95% occupancy in Summer 2009, and has declined to 84% since that time. Management indicated that aggressive competition from several other new or recently constructed Class A projects had drawn residents from this project. |
| **Comments:** | This is a very good quality project located in Fells Point about five blocks west of Broadway. The location is only about two to three blocks east of the Inner Harbor East development, and one block away from the Inner Harbor. Most of the west and south facing units have very good water views, and city views are good from most floors. There are some garden view units which comprise the lower end of the rent ranges at this project. As noted above, occupancy has declined recently, and in response the project is offering 2 months free rent on garden view units, 1 month free on city view units, and no free rent on water view units. Also included is a reduction of $100 per month (to $50) for parking rent. |

**RENTAL COMPARABLE #4**



| | |
|---|---|
| **Name:** | **101 Wells** |
| **Location:** | 101 E. Wells Street<br>Baltimore, Maryland |
| **Source:** | Leasing Agent (410-528-9302) |
| **Survey Date:** | October 2009 |
| **Physical Description:** | This is a mid-rise, brick, apartment building which was converted from historic industrial buildings. The property is located in the southern section of Federal Hill along Interstate 95. |

**Unit Breakdown:**

| *Unit Type* | *Rent/Mo.* | *SF* | *Rent/SF/Mo.* |
|---|---|---|---|
| 1 Bed/1 Ba | $1,275 | 800 | $1.59 |
| 2 Bed/2 Ba | $1,500 | 1,188 | $1.26 |
| 2 Bed/2 Ba | $1,950 | 1,586 | $1.23 |

| | |
|---|---|
| **Year Built:** | 2006 (Renovated) |
| **Parking:** | Surface parking. One space included in rent. $50 per month for an additional space. |
| **Unit Amenities:** | Granite countertops, white enamel appliances, some hardwood floors, 12-18 foot ceilings, washer/dryer hook-ups, dishwashers, microwaves, CAC |
| **Project Amenities:** | Fitness center, indoor basketball court and pool tables. Small lounging area near fitness center with no television or kitchenette. No outdoor courtyard, but project emphasizes its location near Riverside Park. |
| **Expenses:** | Tenant pays all utilities (electric) except water/sewer and trash. |
| **Total # Units:** | 182 |
| **Occupancy:** | 98% |
| **Comments:** | This is a redevelopment project located on the south side of Wells Street between Light and Johnson Streets, at the extreme southern end of the South Baltimore neighborhood. It is not considered to be in Federal Hill, as it is about 10 blocks south of the subject property, and about 15 blocks south of the Inner Harbor. An elevated section of I-95 runs directly behind the building. While it is a substantial distance south of the primary commercial and entertainment area of Federal Hill, the site is adjacent to Riverside Park. |

**RENTAL COMPARABLE #5**


| | |
|---|---|
| **Name:** | **Domain Brewers Hill** |
| **Location:** | 1200 S. Conkling Street<br>Baltimore, Maryland |
| **Source:** | Leasing Agent (410-563-2200) |
| **Survey Date:** | October 2009 |
| **Physical Description:** | This is a new mid-rise, brick, apartment building located in the Brewers Hill project in the Canton neighborhood. This mixed-use project includes retail, office and apartments. |

**Unit Breakdown:**

| *Unit Type* | *Rent/Mo.* | *SF* | *Rent/SF/Mo.* |
|---|---|---|---|
| 1 Bed/1 Bath | $1,984 | 772 | $2.57 |
| 2 Bed/2 Bath | $2,615 | 1,276 | $2.05 |

| | |
|---|---|
| **Year Built:** | 2008 |
| **Parking:** | One garage space included in rent for a one bedroom unit, two free spaces included for a two bedroom. Additional spaces available for $100 per month per space. |
| **Unit Amenities:** | Granite countertops, stainless steel appliances, washers/dryers, dishwashers, disposals, microwaves, CAC, balconies available |
| **Project Amenities:** | Clubhouse/lounge, fitness center, business center, storage units and outdoor courtyard. |
| **Expenses:** | Tenant pays all utilities (electric) and water/sewer. |
| **Total # Units:** | 180 |
| **Occupancy:** | 87% (74% Occupied) |
| **Comments:** | This is a new project located in the Canton neighborhood, on the north side of the Harbor closer to the eastern end of Baltimore City. Due to the surrounding development, the views at this project are limited. The units selected and displayed in the table above are most similar to the subject's average unit size and represent a blended rate which reflects floor premiums and any optional amenities Current concessions (not reflected in rents outlined above) include 2 months free rent for a 12 month lease. The first move-in at this project was reported to take place at the end of December 2008; During the intervening 9 to 10 months, 74% of the units have become occupied, suggesting a lease-up pace of about 13 to 15 units per month. |

# Appendix E – Budget Cost Derivation

## Pro Forma Financial Statement
## 1475 Patapsco Street
## Parameter Inc. Condo Design

| PROJECT SUMMARY | | LAND | | CONSTRUCTION | |
|---|---|---|---|---|---|
| Land | $ 1,428,000 | Current Investment | $ 1,400,000 | Hard Costs PSF | $ 130 |
| Soft Costs | $ 2,245,739 | Interest Rate | 8% | Construction Cost | $ 7,110,059 |
| Interest Carry (18 mo.) | $ 840,131 | Soft Cost Rate | 2% | Construction Contigency | 3% |
| Construction | $ 7,323,360 | Equity Requirement | 20% | Gross Square Footage | 55,775 |
| Total Project Cost | $ 11,837,230 | Soft Costs | $ 28,000 | Usable Square Footage | 40,544 |
| | | Total Acquisition Cost | $ 1,428,000 | Equity Requirement | 20% |
| Resale Price | $ 15,144,200 | Equity Portion | $ 285,600 | Interest Rate | 8% |
| Net Profit | $ 3,306,970 | Financing Portion | $ 1,142,400 | Resale Price PSF | $ 350 |
| | | | | Construction Cost | $ 7,110,059 |
| | | | | Contingency | $ 213,302 |
| | | | | Cost of Construction | $ 7,323,360 |
| | | | | Equity Portion | $ 1,464,672 |
| | | | | Financing Portion | $ 5,858,688 |

*Gross SF based on 8 levels, building ft print 117'x59'8" including 1st level parking. Usable SF as shown on Parameter Inc. plans.

## 1475 Pataspco Street
## Build-by-Right Condo Design

| Unit Type | #Units | USF/unit | Total USF | Price Points | $ PSF | Total Sales |
|---|---|---|---|---|---|---|
| Penthouses | 4 | 1448 | 5,792 | $ 650,000 | $ 449 | $ 2,600,000 |
| Large Flats | 12 | 1595 | 19,140 | $ 525,000 | $ 329 | $ 6,300,000 |
| Small Flats | 12 | 1301 | 15,612 | $ 455,350 | $ 350 | $ 5,464,200 |
| | **28** | | **40,544** | | | **$ 14,364,200** |
| | | | | | | $780,000 |
| | | | | | | **$ 15,144,200** |

* Sales numbers do not include the option of selling parking spaces separately from units, which could be another $780,000 in sales (26 x $30,000)

**Project** **THE PATAPSCO (FEDERAL HILL CONDOS)**

**Budget (4) Bid Date: 5-15-06**

| detail ref. | ITEM | Quanity | Unit | unit Cost | Total Labor Cost | Unit Cost |
|---|---|---|---|---|---|---|
| | | | | | | |
| | Building Footprint 117'x59'8" | 6,982 | sqft | 7 | 48,874 | |
| | Garage | 6,982 | sqft | 1 | 6,982 | |
| | | | | | 55,856 | $127.29 |
| | | | | | | |
| | **Building Shell (incl. parking area)** | | | | | |
| 1000 | General Conditions | 1 | lsum | $260,500.00 | **$260,500.00** | $4.96 |
| 1000 | Bond | 1 | lsum | $43,000.00 | $43,000.00 | $0.82 |
| 1000 | Materials Lift | 1 | lsum | $45,000.00 | $45,000.00 | $0.86 |
| | Storm Water Structure | 1 | **allow** | $50,000.00 | **$50,000.00** | $0.95 |
| | Domestic Water Pump | 1 | **allow** | $15,000.00 | **$15,000.00** | $0.29 |
| | Fire Pump & Controllers | 1 | **allow** | $45,000.00 | **$45,000.00** | $0.86 |
| | 30,000 Gallon Holding Tank | 1 | **allow** | $25,000.00 | **$25,000.00** | $0.48 |
| 2000 | Demolish existing structure (no hazmats) | 1 | lsum | $66,250.00 | $66,250.00 | $1.26 |
| 2100 | Excavation/Utilities | 1 | allow | $75,000.00 | $75,000.00 | $1.43 |
| 2120 | Caissons 36" | 24 | each | $2,600.00 | $62,400.00 | $1.19 |
| 2150 | Sidewalks and Entrances | 1 | lsum | $19,500.00 | $19,500.00 | $0.37 |
| 2900 | Landscaping | 1 | allow | $5,000.00 | **$5,000.00** | $0.10 |
| 3300 | Concrete | 1 | lsum | $560,000.00 | **$560,000.00** | $10.65 |
| 4200 | Masonry | 1 | lsum | $387,500.00 | **$387,500.00** | $7.37 |
| 4201 | Ground Face CMU in lieu of precast | 1 | lsum | $38,000.00 | **$38,000.00** | $0.72 |
| 5100 | Steel and Miscellaneous | 1 | lsum | $371,950.00 | **$371,950.00** | $7.07 |
| 5500 | Railings (Changed to $50/LF) | 812 | lnft | $50.00 | $40,600.00 | $0.77 |
| 5570 | Hambro System | 45,486 | sf | $3.75 | $170,572.50 | $3.24 |
| 6200 | Carpentry,Drs/Frames/Hdw and Unit Trim out | 1 | lsum | $289,079.00 | $289,079.00 | $5.50 |
| 6200 | Carpentry Common Spaces | 1 | lsum | $29,600.00 | $29,600.00 | $0.56 |
| 7150 | Roof System and Flashings-Roofers | 5,686 | sqft | $11.00 | $62,546.00 | $1.19 |
| | Green Roof and Pavers-Roofers | 1,296 | sqft | $18.85 | $24,429.60 | $0.46 |
| 7250 | Fireproofing | 1 | allow | $10,000.00 | $10,000.00 | $0.19 |
| 7900 | Caulking and Firestoping | 1 | allow | $15,000.00 | $15,000.00 | $0.29 |
| 8400 | Windows and Storefront | 1 | lsum | $407,840.00 | $407,840.00 | $7.76 |
| 8450 | Metal Wall Panels | 1 | lsum | $350,000.00 | $350,000.00 | $6.66 |
| 8300 | Motor Operated Garage Entry Door | 1 | lsum | $6,500.00 | $6,500.00 | $0.12 |
| 9250 | Lt.Ga.Framing & Drywall | 1 | lsum | $965,000.00 | **$965,000.00** | $18.36 |
| 9650 | Wood Flooring & Carpet | 1 | allow | $76,954.50 | **$76,954.50** | $1.46 |
| 9300 | Ceramic Floors & Walls | 1 | lsum | $103,824.00 | **$103,824.00** | $1.97 |
| 9670 | Traffic Coating @ Balconies | 1 | lsum | $36,288.00 | $36,288.00 | $0.69 |
| 9900 | Painting | 1 | lsum | $95,210.00 | $95,210.00 | $1.81 |
| 10400 | Signage | 1 | allow | $5,000.00 | $5,000.00 | $0.10 |
| 11450 | Appliances | 1 | allow | $73,500.00 | **$73,500.00** | $1.40 |
| 12365 | Kitchen Cabinets, Vanities and Tops | 28 | each | $6,000.00 | **$168,000.00** | $3.20 |
| 12500 | Shades 102x$125 No shades on N&S Elev. | 1 | allow | $12,750.00 | $12,750.00 | $0.24 |
| 14200 | Elevator (Otis) | 8 | stops | $20,000.00 | $160,000.00 | $3.04 |
| 15500 | Sprinklers - drypipe at garage | 7,020 | sf | $2.50 | $17,550.00 | $0.33 |
| 15500 | Sprinklers - wetpipe | 45,486 | sf | $2.50 | $113,715.00 | $2.16 |
| 15000 | Plumbing | 1 | lsum | $314,000.00 | $314,000.00 | $5.97 |
| | Gas Piping | 1 | lsum | $80,000.00 | $80,000.00 | $1.52 |

| detail ref. | ITEM | Quanity | Unit | unit Cost | Total Labor Cost | Unit Cost |
|---|---|---|---|---|---|---|
| | HVAC | 1 | lsum | $437,000.00 | $437,000.00 | $8.31 |
| 16000 | Electrical | 1 | lsum | $566,000.00 | $566,000.00 | $10.77 |
| 16000 | Lighting Allowance Interior Units | 28 | units | $1,000.00 | $28,000.00 | $0.53 |
| 16000 | Lighting Allowance Interior Common Space | 1 | allow | $ 5,000.00 | $5,000.00 | $0.10 |
| 16000 | Lighting Garage & Exterior | 1 | allow | $ 7,500.00 | $7,500.00 | $0.14 |
| | | | | | | |
| | | | | | | |
| | Total | | | | $6,740,558.60 | $120.68 |
| | | | | | | |
| | Fee Fixed | | | | $369,500.00 | |
| | Subtotal | | | | $7,110,058.60 | $127.29 |
| | Construction Contigency | 3% | | | $202,216.76 | |
| | Total | | | | $7,312,275.36 | $130.91 |
| | | | | | | |
| | | | | | | |
| | | | | | | |

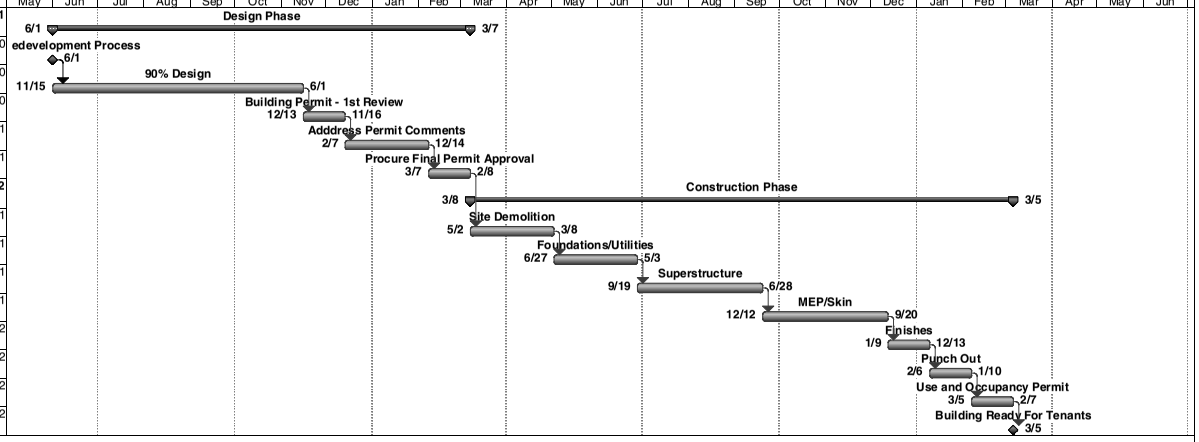
# Project X

| Development Costs | Per GSF |
|---|---|
| **Total Acquisition Cost** | $59.89 |
| **Soft Costs** | |
| **A&E and Testing** | |
| Engineering (PUD) | $0.35 |
| A&E (through concept) | $0.56 |
| A&E | $5.14 |
| Civil | $1.15 |
| Geotechnical Studies | $0.08 |
| Environmental Studies (Initial and VCP) | $0.15 |
| Landscape Arch. | $0.29 |
| Prints and Copies | $0.29 |
| Model Furniture Staff and Community Relations | $0.29 |
| **A&E Costs** | **$8.30** |
| **Other Professional Fees** | |
| Appraisals - land loans | $0.11 |
| Marketing and Advertising | $0.43 |
| HUD Third Party Costs (appraisal, Env., Market Studies, Cost Review, etc.) | $0.24 |
| Borrower Legal | $1.46 |
| Development Consultant/PM | $3.60 |
| Bookkeeping/Accounting | $0.10 |
| **Professional Fees Subtotal** | **$5.93** |
| **Leasing Costs & Commissions** | |
| LCs - Retail | $1.27 |
| **Leasing Costs & Comm. Subtotal** | **$1.27** |
| **Other Financing/Soft Costs** | |
| Commitment fees - land loans | |
| Construction Loan Fee (Red) | $0.98 |
| Financing Fee (CRC) | $0.63 |
| FHA application | $0.40 |
| HUD Inspection | |
| FHA Legal (GNMA) | |
| Equity Fee (Transwestern and CRC) | $0.62 |
| Interest, Insurance RE Taxes & Other Carry to Closing (2/28/10) | $14.49 |
| Interest Reserve (With Construction MIP) | $8.13 |
| Bond Interest Reserve | $7.47 |
| Insurance in early operations | |
| Taxes --Construction & Lease-up Period | $0.62 |
| **Other Soft Costs Subtotal** | **$34.61** |
| **FHA & Other Bond Required Expenses** | |
| Initial Operating Deficit | $5.10 |
| Working Capital @ 2% | $2.70 |
| Bond Counsel | $0.68 |
| **FHA Required Subtotal** | **$8.47** |
| **Off-site & Other Costs** | |
| BGE/Verizon/Cable/Other Utilities' Fees | $0.85 |
| Traffic Mitigation | $0.35 |
| County Impact fees Permits and Inspections | $0.86 |
| Developers Public Works | $0.10 |
| **Off Site & Other Subtotal** | **$2.15** |
| **Building Construction** | |
| Demolition and Initial Site Costs | $3.06 |
| Building Shell | $93.42 |
| Construction Façade and other savings | |
| TI Allowance for Retail | $2.78 |
| Builder's Risk | $0.29 |
| **Building Construction Subtotal** | **$99.54** |
| **Contingencies** | |
| Hard Cost Contingency | $3.89 |
| Soft Cost Contingency | $1.43 |
| **Total Contingencies** | **$5.32** |
| **Development Fee** | |
| Development Fee | $1.95 |
| Development Reimbursables | $0.06 |
| **Total Fee** | **$2.00** |
| **Total Project Cost** | **$227.49** |

# Appendix F – Development Schedule Gantt Bar Chart

20 East Fort Avenue Development Schedule

| ID | Task Name | Duration | Start | Finish |
|---|---|---|---|---|
| 1 | **Design Phase** | **200 days** | **Tue 6/1/10** | **Mon 3/7/11** |
| 2 | Begin Redevelopment Process | 0 days | Tue 6/1/10 | Tue 6/1/10 |
| 3 | 90% Design | 6 mons | Tue 6/1/10 | Mon 11/15/10 |
| 4 | Building Permit - 1st Review | 1 mon | Tue 11/16/10 | Mon 12/13/10 |
| 5 | Adddress Permit Comments | 2 mons | Tue 12/14/10 | Mon 2/7/11 |
| 6 | Procure Final Permit Approval | 1 mon | Tue 2/8/11 | Mon 3/7/11 |
| 7 | **Construction Phase** | **260 days** | **Tue 3/8/11** | **Mon 3/5/12** |
| 8 | Site Demolition | 2 mons | Tue 3/8/11 | Mon 5/2/11 |
| 9 | Foundations/Utilities | 2 mons | Tue 5/3/11 | Mon 6/27/11 |
| 10 | Superstructure | 3 mons | Tue 6/28/11 | Mon 9/19/11 |
| 11 | MEP/Skin | 3 mons | Tue 9/20/11 | Mon 12/12/11 |
| 12 | Finishes | 1 mon | Tue 12/13/11 | Mon 1/9/12 |
| 13 | Punch Out | 1 mon | Tue 1/10/12 | Mon 2/6/12 |
| 14 | Use and Occupancy Permit | 1 mon | Tue 2/7/12 | Mon 3/5/12 |
| 15 | Building Ready For Tenants | 0 days | Mon 3/5/12 | Mon 3/5/12 |




Project: 20 E Fort Ave
Date: Mon 4/12/10

Task — Progress — Summary — External Tasks — Deadline
Split — Milestone — Project Summary — External Milestone

Page 1